

# CHEMIST & DRUGGIST

The newswweekly for pharmacy

a Benn publication

December 6 1980

**Chemist Assistant  
Of The Year  
COMPETITION**  
MONTHLY SPONSORED BY NPA Products

**Title goes to  
only male  
finalist**

**Pharmacy cuts  
back Sangers'  
profits again**

**IC scales  
revised**

**LPC motions**

## Trust Simple



## for sensitive skins

NOT PERFUMED NOT COLOURED JUST KIND

# THIS YEAR LOTS OF YOUR FRIENDS WILL WALK OUT ON YOU.

With all the publicity we're giving them, you won't be keeping your Friends for long.

Because they've become very popular. With more and more people turning to their Friends in moments of need, to soothe their troubled throats and clear their heads.

And, with national advertising running throughout the winter months, your Friends aren't going to be hanging around.

So make sure you've got plenty in stock - available in 24 packet outs.



Also available: Fisherman's Friend Honey Cough Syrup and Fisherman's Friend Rubbing Ointment.

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We'll be taking 600 poster sites in key positions around the country.

There'll also be insertions in the Sunday Telegraph and Observer Magazines, Reader's Digest, Radio Times, Men Only, Motor Sport and Geographical Magazine.

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Altogether, we'll be covering a good 72% of AB males.

The trick, you'll notice, is to make them thoroughly aware of the Sakuracolor pack, so they'll feel at home with it when you offer it to them.

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To do so, either see our rep, or contact Konishiroku UK, Konishiroku House, 51 High Street, Feltham, Middlesex. Tel. 01-751 6121.



# CHEMIST & DRUGGIST

Incorporating Retail Chemist

December 6 1980

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## CONTENTS

### PR for script tax message

David Sharpe pleased with  
the media's response 892

### New JIC scales

Two-stage rise for pharmacy  
assistants in 1981 894

### LPC motions

Conference agenda for March 8 898

### C&D Assistant of the year

1980 produces a male winner 906

### Sangers' profits kept down

Pharmaceuticals share the blame 916

Comment 891

People 894

Topical reflections by Xrayser 897

Letters 898

Prescription specialities 899

Westminster report 899

Counterpoints 900

Almay teach-in 904

Business news 916

Guild council 918

Market news; coming events 919

Classified advertisements 920

## COMMENT

### Male triumph

The second holder of the title "C&D Chemist Assistant of the Year" is a man—Chris Johnson from Northampton (p906)—proving quite convincingly that there is no sex discrimination in pharmacy!

The competition is usually entered in a spirit of fun, but once they reach regional finals we find the contestants take matters very seriously and are keen to show off their expertise. This "serious" side is, of course, most important, and we hope retail pharmacists can learn some lessons about training from the response to the tests we set.

Once again the judges were impressed by the high standard of the contestants, with everyone fully justifying their place in the final.

In the section devoted to customer relations and product knowledge it was found extremely difficult to separate the marks. Questions on health foods, sanitary protection, specialist toothpastes and analgesics were especially well answered and it was noted that many contestants were aware of products that were either not stocked in their own pharmacies or perhaps not yet marketed in their regions. This showed, of course, that they did not limit themselves to their own stock but took a keen interest in reading about products they might carry in the future—or about which customers might be expected to ask.

A question about how to approach a customer browsing in the baby care section without coming to a decision made it evident that every assistant was anxious to help in a friendly way. But perhaps too many found those potentially fatal words (from the point of view of concluding a sale) "Can I help you?" came too readily into their minds.

Asked about action when a customer is suspected of shoplifting, many finalists omitted the obvious need to alert the pharmacist at the earliest opportunity—though for one or two this subject brought forth painful memories of recent experiences! Also, handling a customer who complained that something she had just bought was cheaper down the road found several contestants missing the opportunity to show their pharmacy's equivalent promotions—and to introduce the customer to some value-for money own brands.

However, no customer intending to holiday abroad seemed to stand any chance of leaving the shop with only a bottle of suntan lotion!

In the "practical" tests merchandising produced the greatest variation in response—though even here the overall standard was commendably high. Curiously it is perhaps the "obvious" that is most often overlooked, and when our contestants were asked to improve the displays few drew attention to the scattered empty boxes and scraps of wrapping paper (a matter of detail missed equally by last year's finalists).

On the other hand, the unopened outers on the shelves, stock in more than one place, lack of product grouping etc, were more readily identified and most finalists proved themselves to be quite capable of upgrading the selling potential of any badly-merchandised fixture.

Our winner, as last year, triumphed by being best "across the board" in all these areas. But proprietors and managers should take note that many of the assistants we have seen could contribute even more than they do to their businesses—if the training and opportunities are provided.



## Prescription 'tax' PR makes its mark

Media coverage this week of the increased prescription tax has been amazing, says Mr David Sharpe, president of the Pharmaceutical Society and chairman of the Pharmaceutical Services Negotiating Committee. He told *C&D* he was "very pleased" with the amount of media interest.

On Monday, the day the charge rose to £1, Mr Sharpe appeared on two ITN news broadcasts and was interviewed on Radio London, "Newsbeat" on Radio 1 and "You and yours" on Radio 4. There has been publicity in eight national newspapers and the organisers of the PSNC's Press conference (*C&D*, November 22, p820) say it is too early to give an exact number of the reports appearing in provincial newspapers.

Most of Mr Sharpe's interviews were pre-recorded and the ones he heard broadcast gave a fair representation of the Society's and PSNC's views, he told *C&D*. The interviews were quite heavily edited—"obviously we were not an Italian earthquake nor the National Union

of Mineworkers"—but he was "very pleased" with the presentation.

Less than pleased was Mr George Baxter, an East London general practice pharmacist, who appeared on Thames Television news on Monday. He told *C&D* that the camera crew was in his pharmacy for well over an hour but the resulting broadcast was so short that Mr Baxter believed his main arguments failed to come across. These were that more categories of chronically ill patients should be exempt and that the Government should try to cut NHS waste in other ways.

The *Daily Mirror* suggested that increased charges might be avoided if doctors prescribed generically. An article published on Monday claimed that doctors could save the NHS more than £40 million a year by cutting back on prescribing brand name drugs. The article referred to an Abbots Langley pharmacist, Mr John Tapster, who had saved the NHS over £5,000 in a year by dispensing, in co-operation with local doctors, 27 drugs in their unbranded form. ■

## Chemists and publishers to pay damages

Damages totalling £15,600 have been awarded by a High Court jury to a fashion jewellery firm, Star Gems of Leicester Ltd, for libel in a letter which appeared in *Retail Chemist* [which was incorporated into *C&D* in 1977].

Star Gems complained that the letter, published in October 1976, could have dealt a "death blow" to their business—selling fashion jewellery to chemists. They claimed the letter alleged the firm was inefficient, broke promises and did not honour agreements. The publication harmed their reputation and led to a drop in sales, they claimed.

After a seven-day hearing, the jury took just under three hours to decide unanimously that the company had been libelled by the letter writer, Mr Frederick Ford; his pharmaceutical company, Ford & Wilson Ltd, Southchurch Drive, Clifton, Nottingham; the publishers of *Retail Chemist*, IPC Consumer Industries Press, and its editor, Mr D. Langley.

The jury awarded Star Gems £1,200 against Mr Ford and his company for sending the letter and a further total of £14,400 against all four defendants for its subsequent publication. The defendants were also ordered to pay the company's legal costs.

Libel had been denied and the defence indicated a possible appeal.

In his summing up to the jury, Mr Justice Russell described how Mr Ford had written virtually an identical letter to *Chemist & Druggist*. *C&D* had taken what the jury might think "a very commendable attitude" and made further inquiries of Star Gems about Mr Ford's allegations. They decided not to publish.

But it was "beyond dispute" that not a single inquiry was made by the *Retail Chemist* before the letter was published by them. Mr Langley, the editor, was on holiday at the time and said in court that he would himself have taken legal advice before publishing. ■

## Chemist concession in Tesco 'city'

A pharmacy "shop within a shop" has opened in Tesco's Shopping City development in Gateshead.

The pharmacy, operated as a concession by the Stevens & Keith (Chemists) Ltd, Newcastle, opened on October 25 as did the Shopping City. The proprietor, Mr A. Ketirai, told *C&D* that 470 prescription items were dispensed in the first week and the numbers were increasing steadily. There is no doctor within half a mile, and a branch of Boots 50yds away is the nearest pharmacy.

"The pharmacy is one of 40 shop units located on the ground floor surrounding a central perfumery and cosmetic area owned by Tesco, who also run a china, wallpaper and carpet section in the basement," says Mr Ketirai.

Stevens & Keith have concessions for counter medicines, toiletries, baby foods and hair care products. Tesco do not dictate pricing policy or lines stocked within concessionary groups. ■

## Sanpro TV ban stays

The Independent Broadcasting Authority last week rejected any relaxation of the rules governing television commercials for contraceptives and sanitary protection products. The advertising of branded contraceptives is prohibited and advertising of sanpro will not be permitted again, following the reaction to advertising by manufacturers in two separate six-month IBA test periods.

Kimberley-Clark advertised Simplicity, Johnson & Johnson launched Vespene and Carefree, and Playtex their tampons. Over 1000 letters of complaint were received in response—"the largest number of complaints ever received by IBA against a particular product group." The complaints were not directed at the products, the presentation or content of the adverts, but that they were advertised at all.

Further research showed that 30 per cent of viewers questioned found such advertising unacceptable. Research also showed that 61 per cent of viewers were opposed to contraceptives advertising.

However sanpro commercials will be allowed on independent local radio, except between 7 and 9 am, as will family planning services. ■



# Concern over delays in licensing

Seventy per cent of major new drugs are being refused a product licence at their first application. That emerged at a British Institute of Regulatory Affairs symposium this week when a Department of Health speaker, Dr C. J. Speirs, said the Committee on Safety of Medicines was sending out "Section 21(1) letters" for about 70 per cent of major new products.

Section 21(1) letters are so-called because that is where they are mentioned in the Medicines Act. They are sent to the company concerned when the CSM feels it cannot advise the licensing authority to grant a licence application. The applicant then has the right to appeal to the CSM and Dr Speirs pointed out that the great majority of applicants are eventually successful.

However, he admitted that 70 per cent was a disturbingly high figure and thought there could be a number of reasons why—it was certainly not due to the policy change at the Department of Health. Mr A. G. Stewart, a principal pharmacist at the DHSS, pointed out that there had been a slight policy change about two years ago when the licensing authority were advised that they should not try to elucidate information after the chemistry and pharmacy sub-committee had examined the application and before it was seen by the CSM. This policy had now been reversed, he said, and it would be possible to take action between the subcommittee and the CSM.

When asked if delays in applications were caused by the



Department rather than the industry, Mr Stewart said it took a minimum of two months for the application to go through the administrative system before it could be considered by the CSM. Within each group, applications were taken in strict sequence, but whereas there was little delay in processing applications for new drugs, there was an eight months backlog for abridged applications due solely to the large numbers being dealt with by a small staff.

During his presentation Mr Stewart talked about how misinformation in applications could arise. Dr Lisa Hill, senior medical officer, DHSS, gave her views on the best way to present data for product licence or clinical trial certificate applications and Dr A. E. Scott, medical director, National Drugs Advisory Board discussed the medical reasons why applications might be unacceptable. ■

Godfrey Raivid with his prototype PROSPER printer (see below)

## PROSPER printer

A Unichem member pharmacist, Mr Godfrey Raivid, has developed a printer to complement the PROSPER electronic ordering terminal, now installed in over 1,500 pharmacies.

The new printer combination unit—now being manufactured by Unichem—utilises a standard "print-out" calculator. To date, over 60 requests have been received for the combination unit which will cost pharmacists £10 a month to hire.

Mr Raivid, a proprietor pharmacist in Golders Green and a member of Unichem's London North regional committee, believes that the availability of an instant printed record of goods ordered each day from Unichem would be a valuable management tool; it was this which led him to develop the idea of interfacing the PROSPER terminal with a straightforward printing calculator.

Unichem management services staff adopted the basic concept but made improvements to the design to ensure the availability of an additional range of facilities. Several prototypes were developed and given to Mr Raivid for field-testing before the final unit was put into production.

The new unit has a built-in charging unit to keep the PROSPER terminal's batteries topped up; it allows the order to be printed, transmitted, and amended at the turn of a switch, and permits the calculator to be available for everyday applications.

Pharmacists using PROSPER can now have a printed record of goods they have ordered before the order is received at the warehouse. ■

## Revlon subjected to 'rabbit' protest

A demonstration occurred last week in Oxford Street, London, in protest against the Draize eye test used by Revlon International on rabbits. The demonstration by Animal Aid against cruelty involved a leaflet distribution outside most major stores with some demonstrators wearing rabbit costumes.

The leaflets advised passers-by to "boycott Revlon" and "buy cosmetics not tested on animals" giving Yardley, Innoxa and Beauty without Cruelty as examples, as well as asking for donations.

In reply, Revlon say that no rabbit has been killed, blinded, abused or misused during a Draize procedure at their laboratories. The Draize test, they say, "has been established by the Food and Drug Administration as the

only acceptable test available to protect the consumer in the event of inadvertent contact with the eye. If the Draize test were not used we would not be doing everything possible to ensure customer safety." Most other cosmetic companies use the test Revlon point out.

Revlon go on to say that they "limit animal testing to the minimum necessary to meet safety requirements. Rarely do we ever test a substance that is more than mildly and temporarily irritating, and never knowingly. We are committed to searching for alternatives to animal testing, and while we are protecting the safety of our customers, we are doing our best to respect laboratory animals." ■



# JIC awards two-stage rise to pharmacy assistants

New minimum rates of pay for pharmacy managers and manageresses and pharmacists were agreed by the National Joint Industrial Council for Retail Pharmacy (England and Wales) and will operate as and from the first pay day in the week commencing December 29 1980.

The new rates of pay for dispensing assistants and shop assistants will take effect in two stages on the first pay days in the weeks commencing December 29 1980 and March 30 1981. The agreements will run until April 1982.

one working day's holiday for each calendar month of continuous service up to 31st March. After one year's continuous service at 31st March, the annual entitlement shall be three weeks, and after three years service four weeks.

**Special relief:** The dispensing assistants and shop assistants agreement permits any employer providing an essential pharmaceutical service to apply for authority to pay up to 15 per cent lower rates if the combined NHS and counter turnover is less than £2,250 per week. ■

Pharmacists		
Annual salary scales		
Pharmacist managers and manageresses		
Turnover	London	Provincial
£1,380 to £1,517	£5,776	£5,698
£1,518 to £1,669	£5,892	£5,812
£1,670 to £1,836	£6,009	£5,928
£1,837 to £2,019	£6,130	£6,047
£2,020 to £2,222	£6,253	£6,168
£2,223 to £2,444	£6,377	£6,291
£2,445 to £2,688	£6,505	£6,417
£2,689 to £2,957	£6,635	£6,545
£2,958 to £3,253	£6,767	£6,676
£3,254 to £3,578	£6,902	£6,809
£3,579 and over	£7,040	£6,945
Pharmacists		
First year after registration	£4,278	£4,202
Second year after registration	£4,429	£4,353
Rota payments		
Where a pharmacist is called on to perform rota duties in compliance with arrangements under the NHS, payment shall be made as follows: —		
Weekdays		£1.75
Sunday, weekly short days and customary holidays		£4.50

**Hours of work:** The weekly rates of wages are for a normal working week of not more than 40 hours exclusive of mealtimes.

**Annual holidays:** Annual Holidays with full pay shall be on the basis of

Dispensing Assistants and Shop Assistants			
Minimum weekly rates of wages— from 29 December 1980 and 30 March 1981.			
Dispensing assistants			
London			
	29 Dec. 80	30 Mar. 81	
Age 20	£58.30	£61.60	
21	£59.90	£63.30	
Provincial			
	29 Dec. 80	30 Mar. 81	
Age 20	£57.93	£61.21	
21	£59.53	£62.90	
Shop assistants			
London			
	29 Dec. 80	30 Mar. 81	
Age 16	£34.75	£36.70	
17	£40.05	£42.30	
18	£45.35	£47.90	
19	£48.00	£50.70	
20	£53.30	£56.30	
Provincial 'A'			
	29 Dec. 80	30 Mar. 81	
Age 16	£34.45	£36.40	
17	£39.75	£42.00	
18	£45.05	£47.60	
19	£47.70	£50.40	
20	£53.00	£56.00	
Provincial 'B'			
	29 Dec. 80	30 Mar. 81	
Age 16	£34.20	£36.15	
17	£39.50	£41.75	
18	£44.80	£47.35	
19	£47.45	£50.15	
20	£52.75	£55.75	

## PEOPLE

**Lord Redmayne, PC, DSO**, who has been a non-executive director of Boots Company Ltd since 1969, has retired having reached 70 years of age. A statement from the board points out that Lord Redmayne is well known nationally both for his public service and as an authority on retailing. He would be remembered for his many contributions to Boot's retailing operations in Britain and in Canada, and for the encouragement he had given to Timothy Whites.

**Mrs Ingrid Astill**, wife of Mr Tim Astill, the National Pharmaceutical Association's deputy secretary, recently conducted St Albans Operatic Society's production of "Iolanthe". According to the *Herts Advertiser*, it was the first time in a 26-year history that the society had appointed a woman musical director to conduct a full-scale production. Mrs Astill started her career at the Royal Academy of Music; she has studied the violin, piano and singing, has taught music and has performed with the Scottish Opera, the English Sinfonia and Opera da Camera. Husband Tim is quoted as being proud of her conducting assignment and "got on with the job of looking after the children."

**Dr James Fraser Bruce Stuart, MPS**, has been appointed simultaneously to Strathclyde University's department of pharmaceuticals and Glasgow University's department of clinical oncology in a joint venture that could lead to advances in clinical pharmacy and improved chemotherapy for cancer patients.

It is the first joint appointment of its kind in the two universities and has been made with the aid of awards from the Cancer Research Campaign — a total of £110,000 over the next five years. Dr Stuart, a pharmacist and a doctor of medicine, is a graduate of both universities and has been conducting research into cancer chemotherapy at Glasgow's Clinical Oncology Department since 1977. His dual appointment as lecturer is expected to strengthen the links between physicians and pharmacists in their search for more effective drugs.

*Waving goodbye before they fly to Paris for a weekend are the winners of the Tour de France wine race competition organised by Halls Hudnut for independent pharmacies. Pictured from left to right are Mr David Roberts, MPS, of High Street, Rhyl, Clwyd, and his wife Pat; Mr Peter Lomas, MPS, of Ashton Road, Oldham, Lancashire, and his wife Kathleen; and Mr Ian Robertson, of Otley Road, Bradford, West Yorkshire, and his wife Joan. Six runners up, each won a case of champagne.*





# CHRISTMAS 1980

## NURDIN<sup>£</sup><sub>LTD</sub> PEACOCK

*The Cash and Carry Wholesalers*  
Head Office: Bushey Road, Raynes Park, London SW20 0JJ

**We wish to thank our customers for  
their friendship and support during the  
year and take this opportunity of wishing  
them a joyful Christmas and prosperity  
throughout 1981**

**We send personal greetings from our  
Chairman, Directors, Managers and all  
members of the staff.**





# THE BIG ONES ARE BACK ON TV!

## Winter remedies get full winter treatment.

NIGHT-NURSE, Day-Nurse, Beechams Powders, Hot Lemon, Veno's, Mac and Phensic... all of Beecham's brightest winter stars are shining out on TV - right now! Night after night, week after week, their powerful, branding messages beam out, bringing you ever more sales, providing more and more reason for using Beecham's dynamic displays to the full.

### **The Nurses**

Continuous, winter-long TV support... that is what Night-Nurse and Day-Nurse together enjoy this year. With Night-Nurse now more than ever clear brand leader, its sister, Day-Nurse, looks set to add major sales to its new brand dominance achieved last winter.

### **Beechams Powders**

Benefiting from the first class TV campaign its position merits, Britain's No. 1 cold remedy is again backed by proven commercials whose power and speed reflect those of the product itself.

### **Hot Lemon**

The fastest grower in the fast growing lemon sector, this brand transmits its message so clearly and

so often it's the one to choose every time - for chemists as well as customers!

### **Veno's**

As always warmth and comfort work hard for Veno's Cough Mixture too - using commercials aired this winter for the very first time.

### **Mac**

Mac's films, on the other hand, dominate through their sheer novelty, a feature that puts the brand ahead in sales as well as advertising.

### **Phensic**

"Find out the first time", Phensic's famous message is again beaming out from station after station. And, in their individual areas, new brands on test are making many a new friend. All of which says that, now more than ever, Beecham brands are the ones to stock, display and sell!

### **SALES-MAKERS**

*Backing Beecham's big TV Campaigns come dynamic displays to command customer attention, build sales and profits.*



Films for Night-Nurse, Day-Nurse, Beechams Powders, Hot Lemon, Veno's, Mac... all these are currently on air;

**SELL MORE, PROFIT MORE WITH BEECHAM HOME MEDICINES**



By Xrayser

and to allow academic pharmacists to become more actively involved in clinical problems. The research will concentrate on means of improving the patient's response to established and new drugs and to reduce toxicity by the application of pharmacokinetic principles in delivering drugs specifically to target areas. ■



Mr F. C. Bentley, MPS, (right) retiring managing director, is presented with a Lynn goblet by director Mr A. Edmonds, MPS

## Save the rep

Like quite a few other independents I have viewed agencies with a somewhat jaundiced eye, bearing in mind unhappy experiences at the hands of people like Pfizer, who as past owners of Coty, tried once to lumber me with vast stocks of Christmas lines which their computer told me I would sell! Needless to say, we parted company on the best of terms with such felicitations as "If this account is not paid in the next seven days . . ." and my jolly repostes of "Show me my signed order" and "Close the account".

Reylon, too, ceased to want me on their books for roughly similar reasons. Others, more gentle, simply died as rising stock values, unaccompanied by increased sales, forced me to recognise that my money would have to be better used—in cameras, health foods, or home-made wine departments—if I was to make a consistent profit. And yet . . . having pruned from eight to three, I still had a hankering for the exclusive high quality product to satisfy customer needs, and bring prestige, turnover and profit as of old.

Thanks to the good offices of the NPA, whose efforts to get us a decent margin were successful with Vichy (a franchise said to be exclusively chemists'), I thought I had found the answer when the Vichy rep called and, after a little discussion, installed an opening parcel for just over £100.

It was a pleasant surprise to have this followed up by regular calls and to watch as the assiduous rep showed my staff how to use and sell, so that we saw a steady build-up of sales. Then came the news that some wholesalers were to carry stocks. Mixed feelings on my part, though I could see the point of reducing small parcel costs. But then I heard I'd have no more visits from the rep . . .

I don't doubt that reams could be written to justify the company's action, but I cannot erase from my mind the experience we had when Max Factor decided that accounts doing less than —was it £500 per annum?—were too small to waste valuable rep's time. So we were "upgraded" to "direct accounts" whose dubious privilege it was to receive an occasional 'phone call and a two-monthly mailing of special direct account deals.

I think the company overlooked two things. The first is that chemists are cautious traders, unwilling to buy

what they can't see, and are often too busy to look carefully at posted brochures. The second is that visits from a rep are an important, I think vital, part of the advertising and PR side of company programmes, for they keep the name and performance of products continually in the mind of staff, as well as building personal goodwill—which in turn generates brand loyalty . . . which sells the items . . .

If this sounds like so much guff, think back again to the Max Factor experiment which saw my account value drop to below £200 in less than a year, and recall the speed with which that firm reversed its policy when the disastrous results were realised.

Without a rep I fear I may end up with a tatty Vichy stockholding, bought on a one-for-one basis from ill-stocked wholesalers. In such circumstances, how long would it be before our poor showing was said to justify sales to drug stores? (Say after me: "Ambre Solaire.")

And while I'm on the matter of cosmetics and companies, let us hope that the new Coty to be marketed by Sangers Agencies will have worked out a clear and rational policy of product range and price, with advertising programmes good enough for us to take it in again with some chance of good business for us all.

I wonder if they would like to relaunch the old "subtint" base which used to sell well? I have a feeling I am living in the past when I remember sales of six dozen in eight weeks at 2s 6d each . . .

## An 'us too'?

Pfizer (or Unicliffe as you prefer) have not been my favourites since their handling of T.C.P.. Initially disliked for going into open distribution and lately for reducing the trade margin to uneconomic levels, they seem to feel they can do what they like and that commerce by degree rules all. Why can't we introduce a competitive duplicate called "Pharma-T" or somesuch, which any pharmacy—yes, even Boots—if they wished—could sell? I seem to recall the NPU brought one out for a while but for some reason dropped it. Think again of the terms we used to get from British Alkaloids—30 per cent off retail, less 10 per cent? We built those sales then: surely, we could do it again. ■

## Deaths

**Mascall.** On November 28, Mr Robert Herbert Mascall, MPS, Otley Road, Leeds. Mr Mascall registered in 1947.  
**Still.** On November 22, Mr Ronald Still, MPS, West Clyde Street, Helensburgh, Dunbartonshire. Mr Still was 80. He registered in 1923.

## News in brief

■ A table in the *C&D* special supplement on Diabetes listing types of insulin (November 22, p845) omitted to mention that Weddel Pharmaceuticals Ltd are manufacturers and suppliers of conventional isophane and lente insulins.

■ Photo Trade Processing (PTP) of Stevenage, Herts are the winners of the October Kodak award for quality.



# Motions for LPC conference

The Pharmaceutical Services Negotiating Committee has issued the following list of motions to be included in the agenda for the next conference of Local Pharmaceutical Committee representatives, to be held in London on Sunday, March 8, 1981

## NHS REMUNERATION

### *Additional pharmacist allowance*

"This conference deplores the recommendation of PSNC for a new contract which suggests that a pharmacist can dispense 24,000 items annually before he would be paid for an additional pharmacist. This takes no account of the time needed for such important tasks as counselling the patient, using patients' medication records and monitoring for adverse drug reaction at the very least." (Barnet)

### *Rational location of contracts*

"This conference supports the belief of the EEC pharmacy group that there should be planned distribution of pharmacies." (Hertfordshire)

"This conference strongly urges PSNC to give immediate priority to the question of limitation of contract and to press the DHSS for this requirement and the benefits to the service of this policy." (Coventry)

### *Overhead costs reimbursement*

"This conference urges that PSNC should press for reimbursement of the element, rent, rates and overheads, in the remuneration on an individual contractor actual basis rather than on the averaged basis as it is at present." (Coventry)

### *On-cost scale*

"Differential on-costs, if they are to be continued, should be applied on a cumulative basis to the total ingredient cost and not to the number of items dispensed." (Camden & Islington)

## PRICING

### *Returned prescriptions*

"All items and dispensing fees for items priced on returned prescriptions be paid at the first possible time and before queried items are returned to the contractor." (Hillingdon)

"PSNC and/or the Central Checking Bureau be urged to give contractors more information on prescription endorsing, and all prescriptions bearing endorsements not accepted by the Prescription Pricing Authority should be returned to the contractor for information." (Hereford & Worcester)

"Any items not paid according to the pharmacist's endorsement to be returned to the contractor for further

elucidation, the PPA price having been paid." (Hillingdon)

### *Accuracy of pricing*

"This conference calls on PSNC to investigate the method of monitoring the pricing accuracy of the clerks employed by the Prescription Pricing Authority." (Kensington, Chelsea & Westminster)

### *Price change procedure*

"PSNC should carry out a survey to find out whether the present system by which increases in ingredient costs are reimbursed is operating fairly to contractors." (Hereford & Worcester)

"This conference urges PSNC to put pressure on the DHSS to apply price increases of proprietary drugs on the same time scale as for standard drugs for all NHS prescription pricing." (Dorset)

### *Appliances*

"This conference deplores the fact that there are many dressings and appliances in common use which, whilst available free of charge through the hospital service, are not included in the Drug Tariff for issue by general practice pharmacists." (Barking & Havering)

## LPC CONFERENCE

"The conference of contractors representatives be held on the first Sunday in November annually." (Essex)

"The time lag between the forwarding of resolutions for conference and the holding of conference be a maximum of eight weeks." (West Glamorgan)

"Each LPC be allowed the right to introduce an emergency resolution up to one week before conference." (West Glamorgan)

## MISCELLANEOUS

### *Membership*

"The membership of PSNC should consist of 18 members only, made up from the 15 democratically elected regional members, together with the two nominees of the Company Chemists' Association and the nominee of the Co-op Technical Panel. Also in attendance, with observer status, the secretary of the Pharmaceutical Society of Great Britain, and the secretary of the National Pharmaceutical Association, or their deputies." (Devon and South Glamorgan)

### *Meeting at BP Conference*

"PSNC should arrange a meeting during the British Pharmaceutical Conference, specifically for contractors attending the Conference, that they may discuss matters of current interest. Any decisions reached at such a meeting would be advisory only." (Essex)

### *Drug testing scheme*

"PSNC should be urged to press the DHSS for the introduction of a testing scheme for dispensing doctors similar to the testing scheme for pharmacist contractors." (Somerset) ■

# LETTERS

## Tenterden action

Bravo, pharmacists of Tenterden! Pharmacy militancy *does* exist.

It would have been rather more encouraging to read that it was the LPC which intended to send a circular to the people of Tenterden, but by now we all realise that satisfied self-interest (the "I'm alright Jack" syndrome) usually reigns in pharmacy and that what must be done, must be done by oneself.

I am surprised that some sort of "Association of Rural Pharmacists" has not surfaced over the years, to safeguard the interests of this often isolated and unrepresented group.

If dispensing doctors can be deprived of their illicit town and village dispensing, the whole operation will often become uneconomic or, at least, much less attractive. I would like to put forward the idea of a flying picket to physically monitor patients leaving a suspect doctor's surgery. I should be pleased to stand outside an evening surgery with a clipboard and ask patients as they left, whether they had been supplied with drugs.

All we need is a co-ordinator. Any volunteers?

Cloviss

## Medicine supply

It is the view of the Trent Regional Pharmaceutical Committee that there is a need to highlight the problems faced by patients with regard to maintaining their supplies of medicines when transferred from the community to hospital and on subsequent discharge from the hospital.

We feel it is important that patients have ample medication when they leave hospital to cover the period until they are able to obtain a prescription from their general practitioner. The problem is particularly severe when the patient is discharged at a weekend or during the evening from a hospital where there is no 24-hour pharmaceutical service. We believe, also, that patients need active encouragement to take drugs into hospital with them on admission.

Perhaps an approach to the Health Education Council and publicity through the professional Press would help with this problem.

B. S. Hebron  
Secretary TRPC



## No script exemption for 16-19 age group

Mr Neil Kinnock in a written question to the Secretary for Social Services, asked if he would introduce legislation to ensure that, all children from 16 to 19 years of age in full-time education and for whom a child benefit is paid, should automatically be entitled to free prescriptions; and if he would make a statement?

Sir George Young said in reply, that most young people of 16 to 19 years continuing in full-time education qualify for exemption on low income grounds, since it is their own income, and not that of their parents, which is taken into account in determining entitlement.

He said that there were no plans to extend automatic exemption to the category mentioned. "Young people of 16 to 19 years do not have significant prescription needs and, as a group, do not have as strong a claim for examination as some other groups of people."

In an earlier written reply to a question from Mr Kinnock he said that in 1978 in the UK, approximately 1.5 million young people of 16 years and over were in full-time education. ■

## Prescription charges debate

An Opposition attempt to annul the Regulations which introduced the £1 prescription charge was defeated by 280 votes to 229 on Tuesday night.

During the debate, Health Minister Dr Gerard Vaughan said the increase would save the NHS £5m in 1980-81 and £30m in the full year 1981-82. A reduction in the number of prescriptions was "not a bad thing at all" provided those who really needed medicine received it.

A plea for help for pharmacists who are asked which items on a prescription are most important, went unanswered, according to our Parliamentary correspondent.

Sir George Young, Under-secretary, told Dr Roger Thomas he was not convinced that a limited list of prescribable drugs would achieve lasting economies or be in the best interests of the patient. ■

## Good absorption for ampicillin ester

Upjohn have introduced another ampicillin ester or "pro-drug". Bacampicillin (Ambaxin) is 98 per cent absorbed into the serum as active ampicillin to give peak levels within one hour.

Serum levels are  $2\frac{1}{2}$  times an equivalent ampicillin dose, they say, resulting in higher tissue and urine levels. Ambaxin achieves levels in bronchial secretions which are four times those of amoxycillin and 14 times those of ampicillin and the company claims higher activity against *Haemophilus influenzae* resulting in a lower rate of re-infection in acute exacerbations of bronchitis.

Because of the virtually complete absorption, the incidence of gastro-intestinal side effects is greatly reduced and Upjohn claim a much lower incidence of diarrhoea when compared with oral ampicillin. Dosage is independent of food intake.

## Ambaxin tablets

**Manufacturer** Upjohn Ltd, Fleming Way, Crawley, West Sussex RH10 2NJ

**Description** White rod-shaped tablets printed "Upjohn" on one side and scored on the other side with "130" printed on either side of the score. Each tablet contains bacampicillin hydrochloride 400mg

**Indications** Antibacterial agent with the same spectrum of activity as ampicillin

**Dosage** Usual adult dosage is one tablet two or three times a day. This may be doubled in severe infections or where the infection is caused by less sensitive pathogens. Children over five should take half a tablet three times a day

**Contraindications** Penicillin hypersensitivity

**Precautions** Particular care should be taken in the treatment of atopic patients. The risk of skin reaction is particularly high in patients with infectious mononucleosis or lymphatic leukaemia. Periodic assessment of organ system function, including renal, hepatic and haemopoietic, should be made during prolonged therapy

**Side effects** Ambaxin is well tolerated and side effects are generally mild and of the usual penicillin type

**Packs** 100 (£17.92 trade)

**Supply restrictions** Prescription only  
**Issued** December 1980 ■

## Bardic extension

C. R. Bard International Ltd are introducing three new urine drainage bags to their Bardic range.

The Bardic 500 drainage bag 150383 (£2.25 trade), which replaces the 350ml capacity 150382, is contoured to fit the leg and secured by two foam straps. It has a 500ml capacity. The 500ml capacity Bardic drainage bag 1501MT (£2.13 trade) is a larger version of the 1500 MT (350ml) which is retained.

The Bard Collect-a-bag 813131 (£0.64 trade) features a sampling clip on the inlet tube, a new non-return valve and a new outlet valve which facilitates rapid emptying. C. R. Bard International Ltd, Pennywell Industrial Estate, Sunderland SR4 9EW. ■

## Perfect ostomy bags

Coloplast Ltd have launched their Perfect ostomy system which is made of Curagard, claimed to have a softness and flexibility that allows the bag's seal to follow body contours.

The Perfect ostomy bags are boxed with a supply of Filtrodor carbon filters, designed to absorb odours and maintain positive pressure in the bag. They are of three types all in 25's with five stoma sizes 20, 30, 40, 50, and 60mm and the same bag size 150 x 220mm: closed-end transparent and closed-end decorated (£17.60 trade), and open-end transparent (£16.30 trade). Coloplast Ltd, Somersham Road, St Ives, Cambs, PE17 4LN. ■

## Packs discontinued

Ortho Pharmaceutical have discontinued single packs of Ovysmen and Ortho-Novin 1/50 tablets. Orders for these products will be serviced by the "three-pack". Ortho Pharmaceutical Ltd, PO Box 79, Saunderton, High Wycombe, Bucks HP14 4HJ. ■

## Carton design

Kirby-Warrick have redesigned the carton for Afrazine paediatric nose drops in order that the pack can be better differentiated from the adult strength.

The new pack has a broad blue band across the top with the words "paediatric nose drops" reversed out on the front and back faces. Kirby-Warrick Pharmaceuticals Ltd, Mildenhall, Suffolk IP28 7AX. ■



## Nail care kit and on-pack offer

Richards & Appleby have introduced a nail care kit (£2.25) containing Nailoid manicure cream, Carnate nail conditioner and polish and a leather buffer. The products come in a sea blue box with a transparent top, instructions being printed on the reverse. The Nailoid logo appears in the top right hand corner of the pack.

The company is also featuring an on-pack offer on four of the Nailoid products which will run until January 1981. Supported by outer and pack flashes and a full colour leaflet, a "handinail" kit is being offered comprising manicure cream, Carnate nail conditioner and polish, Let 'm grow, nail hardener, nail repair and 10 emery boards in a blue, zip-up beauty purse. Worth £4.95, the complete kit is offered for £2.95 including postage and packing, with proof of purchase of any two Nailoid



products.

During the offer period, Nailoid manicure cream (20g), nail hardener, Let 'm grow and Carnate will all carry the offer flash. A leaflet inside each outer carton illustrates the kit in colour, details the contents and instructions on how to obtain it. Richards & Appleby Ltd, Gerrard Place, East Gillibrands, Skelmersdale, Lancs. WN8 9SU. ■

## Victoria Plum

A range of toiletries is to be introduced in the New Year by Richards & Appleby based on the character in a series of books written by Angela Rippon. The four children's books feature a fairy called Victoria Plum in seasonal themes. Other character-merchandising activities include stationery, party paperware, clothes, figurines and lampshades. Purnell Books, Berkshire House, Queen Street, Maidenhead, Berks. ■

## Ponds POS unit

In full distribution by the end of December will be counter display units featuring trial size tubes of Pond's relaunched cold cream, light moisturiser and dry skin cream (£0.25). Each display unit holds 24 tubes of each product and also contains a holder for Pond's free skin-care leaflets. Chesebrough-Ponds Ltd, Victoria Road, London NW11. ■

## Christmas guarantee

Philips Small Appliances are offering the consumer a "money-back" guarantee with Philishave. The retailer

has only to display the leaflets and showcards supplied by Philips outlining the details to the customer.

In addition, Philips will be featuring special Christmas money-back advertisements which are scheduled to appear in the *Daily Express*, *Daily Mirror*, *Daily Record*, *Daily Mail*, *Sun*, *Daily Star*, *Belfast Telegraph*, *Sunday Mirror* and *Sunday People* from November 24 to December 22. The "money-back" offer applies to all Philishave purchased between December 1 and January 15. Philips Small Appliances, Drury Lane, Hastings, East Sussex. ■



## Arden super savers and spring colours

January super savers from Elizabeth Arden include extra large sizes in deep milky cleanser, skin tonic and Velva moisture film. Three best selling shades, creamy beige, basic beige and sunshine beige will be presented in special 40ml uncartoned tubes (£2.75) and there will be special sizes of Blue Grass hand lotion (200ml, £2.25) and eau de cologne spray (115g, £3.95).

Spring colours for 1981 are "Les Scintillants" comprising ten new colours in two new looks, sheer corals and silky mauves. Sophistiquee coral is available in lipcolour (£3.95), blush powder (£6.25) and nail colour (£3.50); eyes are shadowed with moiree copper and tulle peach (duo, £5.95) with, as a final touch, cloisonne coral highlighter (£6.25). Silky mauves include soierie mauve lipcolour (£3.95), blush powder (£6.25) and nail colour (£3.50). Eyes are shadowed with satin plum and soie rose (duo, £5.95) and highlighted with Lightening (£6.25). Les Scintillants will be available from February. Elizabeth Arden Ltd, 13 Hanover Square, London W1. ■

## Potty training

A colour filmstrip entitled "Potty training" is being launched by Farley Health Products.

The filmstrip was devised by a health visitor and shows mothers how to teach their children to be dry during the daytime. It is available on free loan or for purchase at £6.50 plus VAT (including teaching notes), and Farley Health hope to introduce a slide tape "Potty training" package at a later date.

This is the latest in a range of films and filmstrips offered on loan or for sale and a free catalogue is available from Farley Health Products, Torr Lane, Plymouth, Devon PL3 5UA. ■

Sterling Health have produced a special counter unit for chemists to coincide with the peak selling Christmas period. The unit, in the shape of a hamper, features the slogan "Ideal for opening at Christmas" and is designed to hold Milk of Magnesia liquid and tablets, Andrews Liver Salt and Hedex tablets. Sterling Health, Surbiton, Surrey KT6 4PH. ■



# Relieves economic pains too!



**Britain's biggest selling indigestion tablet—  
twice as big as its nearest rival. Backed by  
a national £750,000 T.V. campaign.**

**Nicholas**

**Stick with the one that sells.  
Don't get stuck with the ones that don't.**

Digestif Rennie and Rennie are trade marks.



## Bathfoam and shampoo sachets

A gift/travel pack of strips of shampoo and bathfoam sachets is now available from French of London. Each pack contains a strip of ten sachets available in lemon cream, olive oil cream, French herb liquid shampoos and French herb foam bath. The sachets, which can be easily separated, come in an acetate drum (pack of 10, £1.95). *French & Scott Ltd, 717 North Circular Road, London NW2 7AL.* ■

## Franchise Fragrance takeover Biba

Franchise Fragrance and Cosmetic Distributors (UK) Ltd, are, with immediate effect, to take over the sales, marketing and distribution of Biba Cosmetics for the UK market and a large number of export markets. All existing stock, sales, terms, conditions and contracts have been assigned to Franchise Fragrance. All inquiries should be made to *Franchise Fragrance & Cosmetic Distributors (UK) Ltd, 22 Grosvenor Street, London W1X 9FE (telephone 01-491 4196).* ■

## Linus ginseng

Chatfield Laboratories are introducing a Linus brand of ginseng powder. This will be packed in 25g containers (£1.86) and in outers of six.

An introductory bonus will run until the end of December where two 60g packs of Linus vitamin C powder will be supplied free with every outer of ginseng powder ordered. *Chatfield Laboratories, 208 York Road, London SW11.* ■

The new merchandiser for Stagelight Cosmetics has been designed to carry the fast-selling lines. These include: eye sparkle powders, nail paints, colour sticks, liner pencils, mascara, aqua-based foundation/souffle cream foundation, lip gloss, lip sticks, blushers and brushes. The header board and sides are a spectrum of the eye sparkle powder colours in contrast to the black base. The merchandiser has additional storage space at the back. *Stagelight Cosmetics, 70 Russell Square, London WC1.* ■



## Advent advertising campaign

Wilkinson Sword's Profile and Royale razors are to feature in a December advertising campaign. Taking the theme, "Christmas can be rough without Wilkinson Sword", the advertisements highlight Profile and Royale as ideal gifts and will run for two weeks in *Woman, Woman's Own, Woman's Realm, Woman's Weekly, My Weekly* and *People's Friend*. The Profile razor is available with five blades in special festive packaging. *Wilkinson Sword, Sword House, High Wycombe, Bucks.* ■

## Vestric December promotions

Vestric special promotions for December are— Golden Babe disposables; Kotex Simplicity; Elnett; Gillette disposable razors and Contour cartridges; Pennywise; Macleans toothpaste; Alberto; Ultrabrite; Kleenex Mansize and Boutique; Head & Shoulders; Sunsilk; Imperial Leather talc; Brut antiperspirant and deodorant and Cutex nail polish remover. *Vestric Ltd, Chapel Street, Runcorn, Cheshire, WA7 5AP.* ■



## Ginger mint added to Limmits flavours

Unicliffe have added a new flavour, ginger mint, to their range of Limmits biscuits. As with all the sweet biscuits in the Limmits range, the new flavour also contains bran. Unicliffe claim to hold 50 per cent of the meal replacement market with Limmits and HPD. *Unicliffe Ltd, 5 Trident Way, Brent Road, Southall, Middlesex.* ■

## Insoles on TV

Scholl are to launch a national television campaign for thermal insoles. The advertising starts during the week December 15 followed by a five-week post-Christmas burst from December 29. Show cards, window stickers, counter and floor stands will be available. Scholl consider thermal insoles to be one of the most significant new product entries for many years. Within four months of its national launch in 1979, it had become a £1-million brand they say. *Scholl (UK) Ltd, 182, St John Street, London EC1P 1DH.* ■

## ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is
<b>Alka Seltzer:</b>					All areas
<b>Anadin:</b>					All areas
<b>Beecham powders mentholated:</b>					M, WW, We
<b>Beecham powders:</b>					All except M, WW, We, E
<b>Catarrh capsules:</b>					Lc
<b>Crest toothpaste:</b>					All except Lc, So, B, E
<b>Denim aftershave:</b>					All areas
<b>Heinz babyfoods:</b>					Ln, Lc, Y, NE, Sc, G, WW, So, A
<b>Jovan:</b>					All areas
<b>Mac lozenges:</b>					M, WW, So, A, We
<b>Night Nurse:</b>					All except E
<b>Oil of Ulay:</b>					All areas
<b>Pagan Man:</b>					All areas
<b>Polaroid model 1000:</b>					All except E
<b>Sine-off:</b>					Ln
<b>Sucrets:</b>					WW
<b>TCP:</b>					All areas
<b>Veno's:</b>					All except E
<b>Vosene:</b>					All areas
<b>Zest toilet soap:</b>					M, Lc, Sc, B



# COUNTERPOINTS

## Tudor add batteries to own-brand range

Hi-charge batteries from the Tudor group are the latest addition to their range of own-brand photographic and associated products.

Available in the four most popular sizes, there will be an introductory price of £21.84—saving 16 per cent on normal trade prices. This offer will be available until December 19 on orders of two outers



of each size. Each outer contains 24 units and converts into a counter dispenser. *Tudor Photographic Group, 30 Oxgate Lane Industrial Estate, London NW2.* ■

## Quant savings on Firefly

Firefly is the "hot make-up collection for cold climates" available from Mary Quant in early January and a fifty pence saving can be made on each item. From the Ultra Lights range, shades available are bronze lights, dawn lights, night lights and gold lights (£1.70 instead of £2.20). Moody pine, moody rose, gold silk and gold copper eye glosses are available for £1.15 (instead of £1.65), gold satin Blush Baby (£2.20 instead of £2.70), Colourshine lipgloss in grape shine and berry shine has a 50p saving at £1.25 and gold amber nail polish is £0.60.

Also on offer will be Quant by Quant fragrance at £2.50 for a 25ml pump spray. *Mary Quant Cosmetics, Hook Rise South, Surbiton, Surrey* ■

## Coffee offer

Aladdin Industries are promoting their ½ litre Continental vacuum flask with a "special offer" of two free sachets of Maxwell House coffee together with a "10p money off"

voucher redeemable against the consumer's next purchase of Maxwell House coffee. Showcards will be available to support the promotion in-store. *Aladdin Industries Ltd, Brenda Road, Hartlepool, Cleveland, TS25 2BH.* ■

## BDC price busters

Included amongst the BDC price busters for December and January are seven Carmen products including the latest heated rollers and hairdryers to be added to the range. Also available is the recently launched Braun Synchron S shaver and Dreamland blankets. *BDC Distributing Co, BDC House, 590 Green Lanes, Haringey, London N88 0RA.* ■

## Oxy on air

The advertising schedule for Oxy is to be extended to include Piccadilly Radio. Commercials are scheduled to go on air from the beginning of December. *Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey GU4 8HE.* ■

Four of the winners in the recent Oil of Ulay window display competition spent a day as guests of the Royal Worcester Pottery. Pictured from left to right are Mrs Brunt of MJ & V. O. Duncan, Coventry, Miss A. Reeson (Ormay Chemist, Erith), Mrs E. D. Allen (R&J Brown, Warrington) and Miss J. White (F. A. Parkinson Ltd, Paisley). Each winner was able to choose a tea set worth over £100 from the Royal Worcester range. (The fifth winner Mrs G. Bevan of Parkers Pharmacy, Paignton is not pictured.) Miss Reeson is a C&D Assistant of the Year finalist (see this issue).



# IT CHEERS THE CHESTIES



**Benylin\* Expectorant**, specially formulated for the chesty cough with congestion, and the most effective recommendation you can make. Established, well-accepted by your customers and an important profit-winner for you. A product that really earns your recommendation.

## PARKE-DAVIS

part of the Warner-Lambert Group  
good products for you  
and your customers

**Active Ingredients:** Diphenhydramine Hydrochloride B.P.  
Ammonium Chloride Ph.Eur. Sodium Citrate Ph.Eur. Menthol B.P.  
Parke Davis & Co., Pontypool, Gwent NP4 0YH.

Further information and data sheet available on request.  
\*Trade mark R81052



## Selling skin care successfully

*Kim Pearl reports on an Almay teach-in*

The only corny thing I heard throughout the Almay teach-in was the origin of the name of the company! Otherwise the package was interesting and informative. It was presented by the company's training manager, Cherie Wilson, helped by Lyn Creedon, assistant training manager.

Opening the session by telling us something about the company, Cherie deferred to Lyn; she seemed unusually shy about something. Lyn took up the story and it was then that we learned that about 60 years ago a pharmacist in America made up original formulations for his wife who was allergic to many creams.

She liked his creams and passed them on to her friends and so Almay was born. Why? Oh, surely you can guess. Her name was May, you see, and his...

The company came into the UK market about 14 years ago and has been running teach-ins for some time.

Almay had booked a large, airy room in the Berners Hotel, just off London's Oxford Street. Rows of tables were well stocked with products for the girls to try—the trainers are most insistent on this point, explaining that it is often the texture and "feel" of a product which sells it. The use of testers is invaluable, said Cherie, looking sideways at the southern area sales manager, Rod Richardson. She said that she and her team were trying to persuade the company to provide more testers and urged the assistants to do their part by exhorting customers to dip in too.

Originally the company had been expecting 50 assistants to attend each of the four sessions. As it turned out at least 80 people came to each two-and-a-half-hour sitting. The room was packed with well-groomed ladies and gentlemen—"You're a pharmacist, aren't you, sir?" asked Cherie. "Somehow you all look alike."

There were, indeed, enthusiastic managers attending each session. I asked one girl what her boss thought of her taking time off from behind the counter. She replied that he thought so much of it that he'd come along as well!

Cherie enthused about the tremendous response, and went on to

explain the new cosmetic control system undertaken by Almay. This is a six-point system which ensures that everything in the range is thoroughly screened for irritants and is a guarantee that all cosmetics bearing the Almay label are as pure and gentle as possible.

It was stressed that no product can be totally "safe" and that some women can even be allergic to Almay products. A tip is to find out how these ladies are using the products before getting them to change. It is a well-documented fact that women do not read the backs of packs and do some extraordinary things with otherwise innocuous products.

### Icing on the cake

The training session was split between Cherie and Lyn and was well peppered with seemingly throwaway bits of advice. These should be regarded as the icing on the cake offered at these sessions. The cake itself means that everyone is left with much improved product knowledge. Cherie's sessions are particularly renowned for her golden nuggets. She explained, for instance, that the company recommended removing cleansing lotion with damp cotton wool but added that if you have a customer who is allergic to cotton wool you could recommend a rayon-based one. She also reminded us that plain white tissues are not only softer than coloured ones but are also less likely to cause an allergic reaction.

Cherie apologised to the "older stagers" in the audience before outlining the cleanse, tone and moisturise routine.

A toner is probably still the most difficult skin care item to sell. People are confused and think toners, tonics, astringents and fresheners are all different things—and they also think that any or all of them will dry out their skins. Cherie suggested the hair washing analogy, pointing out that none of these women would think of shampooing their hair without rinsing it. So it is with cleansing, afterwards the skin should be "rinsed" of the last traces of grime and cleanser with a toner.

Again apologising to the super-

sales girls and older hands present she reminded us of the importance of "link sales"—suggesting a toner when you've sold a cleanser, for instance, or an eye cream with a face pack.

An important thing to remember is that a lot of your customers feel they are the only ones in the world who are not "ordinary". It is advisable to listen to these ladies, no matter how often you think you've heard the story. While doing so, look closely at their skin, particularly around the hair line, the mouth and the neck. Look at their hands also: these can give away so much about a woman's skin problems.

Don't concentrate on the hands to the exclusion of looking at the face. Too many girls forgot to really look their customers in the face, commented Cherie. Examine, too, the sort of woman she is and try to discern what look it is she wants to achieve. Always remember, though, that in general women do know their own faces. Don't force your opinion on them.

### Counter moves

If you can move around to the front of the counter, then do so, advised Cherie. In her opinion nothing is more certain to put a customer off than the "barrier" of a counter. A comment from the audience was that standing in front of the counter may be all very well in a multiple or in a department store but is more difficult in what is often a small and cramped independent chemist. Time, she added, is also more of a problem.

Cherie is convinced that when selling skin care it is often worth taking time: if you get it right and the customer is pleased she will make a point of coming back to you for all her skin care and cosmetic needs. If you can, Cherie also advises you to touch a customer when assessing her particular skin care requirements. Don't pick up her wrist like a wet fish—hold her hand or press your fingertips to her cheek firmly and with confidence. Nonetheless, there is a line to be drawn between the weak-wristed approach and a half nelson.

### Customer contact

Do make contact with your customer both literally and by listening to her. It seems to be a point of honour among some ladies that they have the driest of dry skins. In point of fact it may only be dry in places and could therefore be described as slightly dry, a condition for which Almay now have a separate skin care category. As Cherie reminded us, you really should not have to ask a customer what kind of skin she has. Even if she is wearing





Cherie Wilson (extreme right) and Lyn Creedon answering questions

the cleverest make-up you should be able to tell (don't forget those hands! ).

Moving on to discuss moisturisers she explained that everyone, even those with oily skins, needs a moisturiser. These are not meant to "feed" the skin but only to compensate for the environment—windy, wet weather outside and central heating or air conditioning inside.

English women use far too much, which may be good for sales figures but is not helping their skin; always advise your customers to use moisturisers and night creams sparingly.

Cherie is particularly fierce on the subject of night creams. These products do "feed" hungry skins and she believes that they should be called nourishers or conditioners accordingly. This would not only clear up some confusion in the minds of customers but also encourage them to use these products at times other than at night. Optimum time is when taking a bath because the steam encourages penetration.

Similarly face packs deep cleanse even more deeply and quickly when used at bath time—and remember the link sale of an eye cream which is also absorbed by the delicate eye area more quickly in a steamy atmosphere. What a woman should never do, stresses Cherie, is use a face pack the day before a big event. The pack will bring out all her blemishes as it is supposed to do and the skin will then be cleaner—but will only be more beautiful after those blemishes have come all the way out and the skin has settled down again a day or two later.

Another "throwaway" tip from Cherie at this point was that if you have a customer with a particularly sensitive skin advise her to apply a thin layer of moisturiser before her face pack.

When deciding on your customer's skin type do try to avoid looking too closely at the area around the nose. This is invariably greasy even in people with dry skin. It is not an

indication of overall greasiness.

Fewer girls will be suffering from oily skin these days because so many of them are on the "pill" which can have a secondary benefit of improving the skin.

### 'Smart alec' service

There is no percentage in trying to sell two kinds of toner to ladies with a combination skin or greasy T-bar—the area around the nose and chin. It is not clever, she will not thank you for it and indeed may mark you down as a "smart alec" and avoid you in future. What you can do is to pass on a tip about applying those ultra-rich night creams; rather than simply smearing it on the face ask your lady to warm a small amount between the fingertips before applying it. This will make it smoother to apply and it will be absorbed more quickly. Remind her only to apply a little.

She probably has a memory of her mother going to bed with a face like a buttered crumpet, but please point out that modern formulations take only eight to twelve minutes to be absorbed so that if she finds her night cream has disappeared she does not need to apply a second, perhaps thicker layer. In fact, after that time any excess should be tissueed off.

What she should be doing however is apply night creams "from the boobs up", according to Cherie, who went on to say that otherwise they're all going to get "chicken breasts" in a few years time.

There was terrific enthusiasm for sessions like these among the girls, and indeed from Cherie herself. A company spokesman confided that their problem was affording all the teach-ins Cherie wanted to run. There was concerted agreement that the asides were indeed golden nuggets of information and very very useful.

Cherie cheerfully admitted that it mattered less to her that the girls went away and used these tips to sell Almay products than that they simply did use them and did their job just that little bit better because of them.

# IT TACKLES THE TICKLIES



**Benylin\* Fortified Linctus**, specially formulated for the dry, tickly cough. The proven antitussive Benadryl\* (diphenhydramine hydrochloride) is fortified by another proven cough suppressant, dextromethorphan hydrobromide. It's one of the most effective treatments for dry irritating coughs, and a rewarding recommendation for the pharmacy as well.

**PARKE-DAVIS**

part of the Warner-Lambert Group

**good products for you  
and your customers**

Active Ingredients: Diphenhydramine Hydrochloride B.P.  
Dextromethorphan Hydrobromide B.P.; Sodium Citrate Ph.Eur.  
Menthol B.P.

Parke-Davis & Co., Pontypool, Gwent NP4 0YH.

Further information and data sheet available on request.

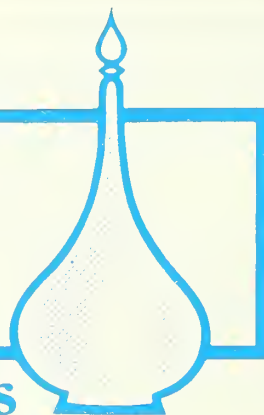
\*Trade mark R81052



C&D  
1980

# Chemist Assistant Of The Year COMPETITION

JOINTLY  
SPONSORED BY **NPA Products**



## Chris makes it a man's world

"Second time lucky". If that is what Mr Chris Johnson of Northampton was thinking on his way home after winning £1,000 and the title *Chemist & Druggist Assistant of the Year 1980* last week, then he was doing himself less than justice!

Certainly Chris had won the top prize this time—he was among the four 1979 finalists back for another attempt—but there was more to it than "luck" because competition from the other 16 (lady) finalists was extremely tough. Indeed, the judges found that, as last year, there was little to choose between the contestants: some had the edge here, others there, ensuring that the prizes went to the best "all-rounders".

Mr Johnson, who works with

Beirne & Watts, was closely challenged by the winner of the second prize (£500) Mrs Valerie Bates from Hugh Hitchin Ltd, Long Eaton, Nottingham, while the third prize (£250) went to Mrs Diana Roberts, from P. Gamblin, MPS, Gosport, Hants.

After the success of the last year's first *C&D Assistant of the Year Competition*—which is jointly sponsored with NPA Products—the final had again been organised at the Sheraton Skyline Hotel, near London's Heathrow Airport. With 17 finalists to be put through their paces it was an early start (around 6 am) for Olney Brothers' shopfitting team who set up the display units which were to serve both as backdrop to the

proceedings and the scene for practical merchandising tests.

The units were "merchandised"—a far from apt description in the circumstances—by experts from Independent Chemists Marketing Ltd (distributors for NPA Products). Having thrown away their training manuals for the day they had incorporated some of the worst possible errors in merchandising (and some that were rather more subtle) to test the contestants' ability to make the most of a display area in terms of sales potential.

Contestants began arriving early, too, and were soon making new friends and exchanging gossip and experiences—a discussion which was to continue throughout the day between the judging sessions. Order of appearance was decided by each finalist choosing a sealed envelope showing when they would see the two judging panels—one session in the morning and one after lunch.

The topics of the competition were,







as in all the regional finals, customer relations, product knowledge, shop procedure and merchandising. The first two were judged by Mr Don Ross (a proprietor pharmacist from Bourne, Lincs, and a member of the ICML board, and Mr Ron Salmon, Editor of *C&D*); shop procedure and merchandising were judged in practical tests by Mr Marshall Gellman (a proprietor pharmacist from Manchester and also an ICML board member) with Mr Graham Arundel (sales manager, ICML).

And so the business of the day began. Introduction of the judges and a briefing for the contestants and then it was time for the first finalists to face the panels, each for around 10 minutes of questions. In between times there was coffee, a chat with *C&D* editorial staff about things in general (for a few surprising revelations, see p909)—and, of course, the chance to discover that pharmacy assistants around the country share problems, amusing incidents—but above all, an interesting and stimulating job which brings tremendous rewards through serving both patients and customers.

Lunch time gave an opportunity to meet executives from ICML wholesalers who were holding a seminar in the same hotel and were naturally keen to follow the progress of their own particular contestants.

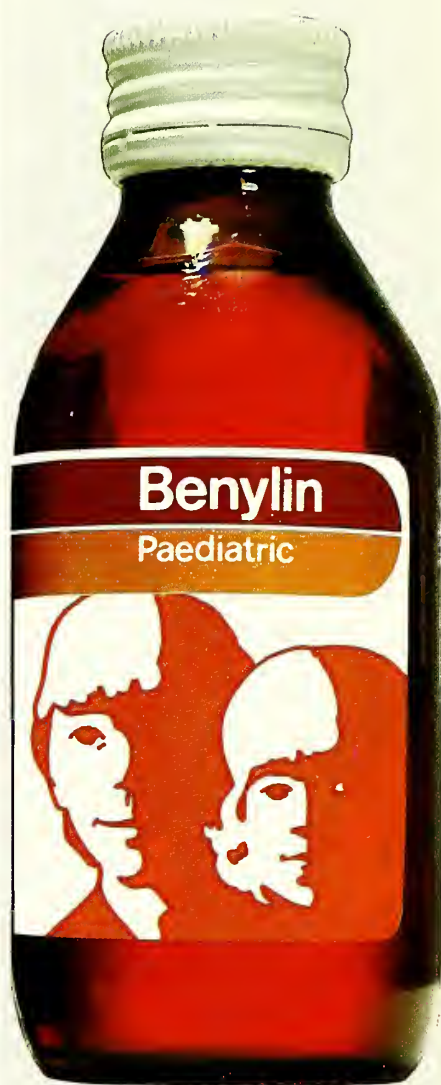
*David Savory, chairman of ICML, presents Chris Johnson with his £1,000 cheque after last year's C&D Assistant of the Year, Margaret Trueman, had handed on her "crown" by investing him with the blue winner's sash*

The meal was taken in the beautiful, almost tropical atmosphere of the Skyline Hotel's central patio cum swimming pool—making it possible to forget that outside a cold November was invading the south of England.

Judging continued in the afternoon and by around 3.30 pm the panels were able to compare their scores and award the final placings. By now the whole assembly had gathered in the main conference room to hear the results, which were announced in reverse order in true Miss World style.

The third and second places were greeted with the enthusiasm one would expect—but was there a gasp of surprise when it became known that on this occasion the lone male had successfully challenged in what we must all acknowledge is largely a domain of the ladies? Nevertheless, the congratulations and the applause were warm and generous—and the result made the traditional kiss from last year's Assistant of the Year (Mrs Margaret Trueman) all the more acceptable when she presented the winner's sash!

# IT COMFORTS THE KIDDIES



**Benylin\* Paediatric**, specially formulated to treat coughs in children up to 12 years, with a pleasant and very acceptable raspberry flavour. Most parents know how well Benylin Paediatric does its job, and when you recommend it you'll be giving them a good night's rest as well as the child.

**PARKE-DAVIS**

part of the Warner-Lambert Group

good products for you and your customers

Active Ingredients: Diphenhydramine Hydrochloride B.P.  
Sodium Citrate Ph.Eur, Menthol B.P.  
Parke-Davis & Co., Pontypool, Gwent NP4 0YH

Further information and data sheet available on request.

\*Trade mark R81052





# 1 in 6 children of school age probably has Threadworms

The eradication of threadworms calls for:

- \* scrupulous personal cleanliness
- \* regular anal hygiene
- \* frequent laundering of nightclothes and bed-linen
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- \* PRIPSEN for **all** the family (to stop cross-infestation)

Two single doses of Pripsen, a fortnight apart, are 95% effective against threadworms.

N.H.S. Price (Sept 1980) 23p per sachet.

## Pripsen

STOPS THREADWORMS IN THEIR TRACKS



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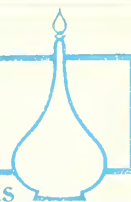
Please send free supply of tear-off patient-instruction pads.

Name \_\_\_\_\_

Position \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_





# How the contestants enjoyed their day

The 17 finalists for the C&D Assistant of the Year competition all proved to have those extra special characteristics the judges were looking for and customers certainly seem able to recognise and appreciate them.

All the contestants commented how taken aback and surprised they had been by the loyalty and interest their success in the regional finals had generated in the local community. One contestant told us that people she'd never seen before came into the shop to congratulate her and have since come back as customers.

Very few finalists had considered what they would do with the money if they won and seemed content—nerves apart—simply to enjoy the day! Meeting the other contestants and swapping stories was a bonus to the day and sitting in the “tropical” climate certainly gave them something to talk about!

## Radio interview

Last year's winner **Margaret Trueman** was present to give her moral support and was able to “relax and enjoy the competition this year without the nerves”. Admitting she was a little sad to be relinquishing her title, Margaret said that after her success she had been interviewed on Pebble Mill radio in Birmingham and asked to judge a doctor's receptionist competition.

The prize-money had gone towards helping her husband acquire a partnership in a pharmacy and Margaret had nothing but praise for the competition and its effects. “Once you have decided to enter it makes you more meticulous in your work. It's not a subject you can mug up on in that respect and it's really nice when you have the customers rooting for you. They even gave me presents—you would have thought *they'd* won by their reactions.”

C&D talked to the contestants during the day—a day which most agreed simultaneously both nerve-racking and enjoyable! In alphabetical order the contestants had this to say.

**Valerie Bates** (the eventual runner-up) found that during the judging “my mind went blank even on the simplest

things that are automatic actions in the shop”. Valerie is a contestant who won her way through to the final last year and she found this had both advantages and disadvantages. Admitting that she found the theory “worse this year”. Valerie also confessed that “whereas last year I was too nervous to eat, this year I was much more relaxed and came intending to enjoy it.” Overall Valerie found the final was “what she expected”. She had no plans to spend any prize money if she won but the regional prize money had gone on a washing machine. “Customers were thrilled to bits when I won and people have been in especially to see the sash”.

“You would have thought I'd won the pools” was the local reaction in Bolton when **Margaret Berry** won the regional final. And because of it “a neighbour contacted the local Press saying there are so many bad things happening in the world that it's nice to have something good to put forward”. Margaret seemed to be enjoying meeting the other contestants who were all “very friendly”. “As they say in the Miss World competition—no bitchiness”. Had she won, Margaret had hoped to learn to drive and then buy a second-hand car.

Fifteen good luck cards, two telegrams and a thousand good wishes were the support **Linda Carson** brought with her from Northern Ireland. Nerves were showing a little when we spoke to her after the first judging session. “I was knocked for six by a question I should have been able to and couldn't answer because I was too nervous to think”. Linda also expressed doubts about the display session because of the small size of the shop in which she works. The other contestants she said were “so friendly and after all they were all in the same boat.”

Linda said she would like to win for her boss, Mr Corrie, and the customers and representatives—some of whom had given her bottles of perfume after the regional final which had been covered by no fewer than five different newspapers.

## A ‘breather’

**Mary Devlin** asked for a five-minute breather to recover after the product knowledge session but also admitted “it wasn't as bad as I thought. I did suffer from a ‘blankety blank’ mind at one stage, but it wasn't as nerve-racking as the regional final. I was surprised to win then because I was so scared my voice wouldn't come out properly”.

Talking about her work Mary said

*Continued on p911*

*Judges Graham Arundell, Ron Salmon, Don Ross and Marshall Gellman confer about the questions at the start of the day*







# Snap Secure\*

## Tamper Evident Packaging from Wragby Plastics

Manufactured in polypropylene with a polyethylene moulded lid, snap secure is a new tamper-evident drug packaging container from Wragby Plastics. Particularly suited to the pharmaceutical industry it is being launched in six popular sizes from approximately 20ml to 590ml with further options promised in the near future.

Incorporating a 'snapped' tight cap the integral tear off strip provides an immediate visual check on any attempt to open the container and ensures security in transit. Ideal for drugs, pills, pastes and powders the cap functions as a normal snap closure once the tear strip has been removed.

Fully tested to BS.1679/4.  
Food and drug act approved  
and meets EEC directive.

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Wragby Plastics Ltd., Wragby, Lincoln.  
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Wragby Plastics Limited reserve the right to alter specification without notice.

**\*Snap Secure**

A division of Wragby Plastics Ltd.

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broad spectrum  
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Aylesbury Bucks



\*Pondocillin is a trade mark

Available in bottles of  
20 or 100 tablets and  
as a 100ml suspension





# The making of a local celebrity!

*Continued from p909*

she would find office work "dull and boring" and enjoyed being able to help people and offer a service. "If I get bad service in a shop I won't go back. I think it's important to try to make customers feel they are individuals."

News soon travelled of Mary's success in the regional final—via the newsagent next door making her something of a local celebrity. Mary told us it was the first time she had ever won anything and the big cheque, if it went back to Scotland, with her, was going to be spent on "a real party after the bells".

**Joan Gillatt** said she'd had a great day and entered the competition after a fellow assistant won her way through to the final last year.

Nerves were evident but Joan thought she'd begun to stop shaking! Joan had spent the regional prize money on clothes and confessed that "everyone at work says I'm extravagant". If she won Joan, or rather her husband, was going to spend the money on a trip to see the Rocky Mountains.

**Liz Groves**, like Valerie Bates, was another contestant who had trouble describing her work routine to the

judges. "When you're in the shop you do things automatically, it's slightly different here". Liz had "just come to enjoy herself" and was having great fun. "I've no ideas what I'd do with the money" she said.

Liz had only been in pharmacy since February. Previously a manageress in a fashion shop she had been made redundant but seemed to think it had been a move for the better. "A chemist's shop is better because at least you know who the boss is—you don't in a large organisation. Staff of chemists' shops can also intermingle; it's less easy in fashion shops because they criticise each other's products. Shopwork is shopwork basically but in a chemists there are hundreds more different types of products". Liz described her pharmacy as a "nice little village shop" and thought the best customers OAP's and new mums.

**Sheila Hartley** is another assistant who works in a small community. Admitting to being nervous Sheila said it wasn't "as bad as last year" and that everyone had tried to put the contestants at ease. Sheila enjoys the contact with the public and the feeling of helping. "People don't just come in to buy but to talk over problems".

**Agnes Heaney** had been told by her employer to "just go and enjoy yourself" and as she said it was "a change from normal routine". She thought the Glasgow regional final had been more nerve-wracking. Agnes is another contestant who has a newsagent next door insisting on telling everyone of her achievement. Again, working in a small community she thought that "if good wishes could win it I'd do fine". On her performance Agnes thought she'd "done quite well but I don't think I'll win". The prize-money for the regional final had helped pay for a school trip to France for her daughter but Agnes, like so many contestants, hadn't considered what she'd do if she won the big prize except "have a lovely Christmas".

## Out of this world

**Irene Jackson** had come down to the final with her husband and two sons who had gone sightseeing while Irene went through her paces. And they weren't the only people who were rooting for her. Irene had received letters of congratulations from customers and describes the local reaction to her success as "out of this world—the sincerity of their good wishes really came across". Irene like most contestants was featured in the local Press and the prize money went towards a new automatic washing machine. Customers' positive reactions are what Irene finds rewarding in

*Continued on p913*

*Last year's C&D Assistant of the Year, Margaret Trueman, presents the winner's sash to Chris Johnson*







...The most sought after brush.

# Macarthy's Limited would like to congratulate

\* Miss Amanda Reeson of  
G. Ormay, 188 Bexley Road,  
Erith, Kent, DA8 3HF.

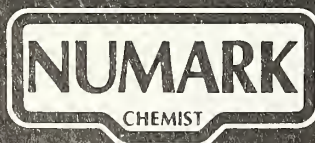
\* Miss Lisa Pritchard of  
Leslie Bonham (Chemists) Ltd.,  
88 King William Street,  
Coventry, West Midlands.

\* Mrs. Sheila Stallard of  
T. H. Jarrett, 206 High Street,  
Lye, Nr. Stourbridge,  
West Midlands.

\* Mrs. Irene Jackson of  
J. M. Brunt, 1a High Street,  
Brandon, Suffolk.

\* Mrs. Margaret Berry of J. H. Bridge,  
133 Bennetts Lane, Bolton, Lancs. BL1 6JE.

on reaching the Grand Final of the Chemist Assistant of  
the Year Competition held on 27th November 1980



## Distributors for Numark and NPA Products.





1980  
**Chemist Assistant  
Of The Year  
COMPETITION**  
JOINTLY  
SPONSORED BY **NPA Products**

pharmacy, but "I take the job as a whole and enjoy the versatility".

Speaking about the other contestants Irene found everyone else so relaxed and added: "we're all wishing each other good luck. I enjoyed talking to the other contestants. It's good to get other people's views on the world of pharmacy".

## 'Ask the wife!'

**Christopher Johnson** was again the only male grand finalist and this year our winner. Chris thought the competition was about the same standard as last year so far as questions were concerned and admitted there were always the awkward ones. The practical side he thought might be worse but "I feel better now we're underway".

Recalling his success in reaching the final last year Chris admitted that customers were coming into the shop and congratulating him for months afterwards. Chris hopes to join the board of the company for which he works and in his spare time he runs a disco. We managed to get him to admit to a liking for Legs and Co, Hot Gossip and mini skirts!

Chris was not sure what he was going to do with his prize money but thought he would probably invest it.

**Liza Prichard** seemed more taken with our "tropical" surroundings to worry about nerves and was, she said, having a "good day".

Working in a small community Lisa commented that some customers come into the shop "twice a day every day" and she was "very surprised by local reaction to her regional success". The regional prize money Lisa spent on a holiday on the West Coast of Ireland and, whether she won or not, Lisa had certainly benefitted from the day. By talking to



*'He insisted on investing the £1,000 in the business!'*

other contestants she had learnt about an "advanced pharmacy technicians course" for which she was keen to enrol.

Whether **Amanda Reeson** came in the top three or not she certainly seems to have a knack for competition success having already won three with window displays this year. Amanda was a finalist last year but she thought this year the competition was harder. Amanda said she was enjoying meeting and talking to the other contestants.

A reluctant entrant who in fact came third was **Diana Roberts**. 'I didn't intend to enter. I hid mine and forms in and then I hid mine and went on holiday. Someone must have found it and sent it in.'

"Winning the regional final was a shock. I didn't think I stood a chance: it's something that you always think happens to someone else."

When asked what she thought of her chances of winning Diana adamantly announced that she would faint (but would buy everybody a special Christmas present after recovering). Diana appeared to be slightly less nervous now the judging was over but wished "it had been over earlier so she could enjoy the day more!"

Diana enjoys her work. "After 22 years it's not a job. Customers

sometimes ring me after-hours for advice and it's quite a job to fit holidays in because we're so busy." Diana was surprised that everyone knew of her success—which is not surprising when the other members of staff were rooting for her! Customers had been marvellous, she said, and she had received six good luck cards.

## 'Chemist cutie'

**Lynn Martell Scholey** suffered much leg-pulling when she appeared in the *Kingsbridge Gazette* on "page three" under the heading "Chemist cutie"! The regional prize-money went on a slap-up meal for Lynn, her parents and her boyfriend.

Customers reaction to her success, Lynn told us, was good especially from the older folk. Lynn is at present half-way through the City & Guilds pharmacy dispensing course.

**Sheila Stallard's** reaction to the morning session was that it hadn't been "too bad" "I'm always nervous to start with but if you can answer the

*Continued overleaf*

*Some of the contestants relaxing over lunch in the 'tropical' patio surroundings of the Sheraton Skyline hotel.*





**C&D**  
1980  
**Chemist Assistant  
Of The Year  
COMPETITION**  
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first question it's not so bad and gives a bit of confidence. "Sheila told us that she had been unable to answer a question on 35mm cameras which annoyed her as she herself had lost a film in America because she couldn't work the camera properly.

Admitting that "I'll talk to anyone" Sheila's duties include the paperwork—which she suspects the boss dislikes—and dealing with the medical reps. If Sheila had won the prize-money it would possibly have gone towards paying the car off and on a cycling holiday in Holland.

"Never again" was the initial reaction of **Avril Teal** but when she calmed down she did admit she was having a tremendous day. The waiting around Avril found a bit nerve-wracking but she appreciated meeting a local area rep and a judge from her regional final, both of whom made her welcome and helped her to relax.

Local reaction to her regional success Avril describes as tremendous and people have since become customers who initially came into the shop to congratulate her. Avril told us that she would like to win the competition "for the rest of the girls and for the firm who had supported her so well".

The last two days had been traumatic according to **Jenny Turner** and she had been so nervous that she actually began to regret ever entering the competition! Jenny did however go on to say that "after meeting the girls, who are all so nice, I feel much more at ease. The questions weren't really a grilling. If you know your job and can think quickly you're OK. *Continued overleaf*



## The finalists

**Valerie Bates** of Hugh Hitchin Ltd, Nottingham (North Midlands: Richard Daniel & Son Ltd).

**Margaret Berry** of J. H. Bridge, MPS, Bolton (Greater Manchester & Lancashire: Macarthy's Ltd).

**Linda Carson** of V. Corrie, MPS, Saintfield Road, Belfast (Northern Ireland: S. Haydock & Co Ltd).

**Mary Devlin** of H. B. Ness, Airdrie (East Scotland: Raimes Clark & Co Ltd).

**Joan Gillatt** of S. Barrit, Chanterlands Avenue, Hull (Yorkshire, Humberside & Lincolnshire: Bleasdale Ltd).

**Liz Groves** of Crosshills Pharmacy, Crosshills, Nr Keighley (West Yorkshire: Bradford Chemists Alliance).

**Sheila Hartley** of W. Doherty, MPS, Windermere, Cumbria (North West: Ridley wholesale chemists).

**Agnes Heaney** of A. Bryson, MPS, Village Cumbernauld (West Scotland: James Taylor Ltd).

**Irene Jackson** of J. M. Brunt, MPS, Brandon, Suffolk (East Anglia: Macarthy's Ltd).

**Christopher Johnson** of Beirne & Watts, Northampton (East Midlands: E. H. Butler & Sons Ltd).

**Lisa Pritchard** of Leslie Bonham (Chemist) Ltd, Coventry (South Midlands: Macarthy's Ltd).

**Amanda Reeson** of Ormay Chemist, Erith, Kent (London: Macarthy's Ltd).

**Diana Roberts** of P. Gamblin, MPS, Gosport, Hants (Southern England: Herbert Ferryman Ltd).

**Lynn Martell Scholey** of A. C. Woods, MPS, Broad Street, Modbury, South Devon (South West: Sangers Ltd).

**Sheila Stallard** of T. H. Jarratt, MPS, Lye, Nr Stourbridge (West Midlands & Wales: Macarthy's Ltd).

**Avril Teal** of A. Wilson Ltd, Blyth, Northumberland (North East: Hall Forster & Co Ltd).

**Jenny Turner** of G. O. Howells Ltd, Hadley, Telford (North Wales, Cheshire & Wirral: L. Rowland & Co Ltd).

*Above: Ron Salmon (editor C&D) and Don Ross test Linda Carson on customer relations and product knowledge.*

*Below: Chris Johnson and Lynn Scholey being put through their paces in the merchandising session.*





"The judges were really helpful in creating an air of calm. I'm not really a flapper I can usually cope in an emergency—it's just that I go to pieces afterwards. At the regional finals during the photo session I nearly had to be held up! I honestly didn't expect to win—it was such a shock!"

Jenny found that many customers came into the shop especially to congratulate her. She hadn't considered what she would spend the money on and the regional prize had not yet been put to use. For the future Jenny is looking forward to the challenge of becoming manageress of a new shop which the company are to open in the New Year.

All in all a lovely bunch of people who receive our congratulations for doing so well. Perhaps we could be talking to you too next year! ■

## Final thanks

During the final ceremony, Mr Peter Nicholls, *C&D* advertisement manager, acting as master of ceremonies, had stressed that behind the competition were serious motives. The aim was to find and reward chemists' assistants who could provide these extra-special qualities of friendliness, good service and



*Mrs Valerie Bates receiving her cheque for £500 as second prizewinner from Mr David Savory (ICML chairman).*

knowledgeable advice. "Today that aim has been achieved," he said.

Mr Ron Salmon, *C&D* Editor, thanked the many people who had helped make the competition a success, particularly the ICML wholesalers who had provided facilities and prizes for the regional finals. He also thanked Olney Brothers and their staff for setting a colourful scene with their shopfittings.

For supplying personal hygiene stock for the merchandising tests, *C&D* and NPA Products are indebted to the following companies: Beecham



Proprietaries, Bowater Scott, Bristol Myers, Colgate Palmolive, Elida Gibbs, Faberge, Gillette Industries, Johnson & Johnson, Kimberly-Clark, Lilia-White and Tampax.

After the main prizes had been awarded, Mr Nicholls was able to tell the contestants that no-one would go away empty-handed. The sponsors, *C&D* and NPA Products, had provided all the ladies with a jewel box—and some glassware for Mr Johnson. As each received this gift, there was an opportunity for all involved to show their appreciation of the contestants who, without exception, had shown themselves worthy of their place in the final.

And so it was all over, with best wishes for a safe journey home to all corners of the United Kingdom—and perhaps for some a commitment to win through for another shot at that £1,000 in 1981. ■

# Good news for your incontinent patients at home



For some time Cumfies, the incontinence aids which help to maintain dignity and comfort, have only been available to incontinence sufferers in hospital. But now their unique advantages can benefit all incontinent people in the home, be they confined to bed or mobile.

They are now being supplied to chemists so you can bring some good news to any incontinent person you know. Send off now for explanatory leaflets that you can distribute in your area.



*The new incontinence aid designed to maintain dignity and comfort are now available from Chemists.*

To: Marketing Department, Vernon-Carus Limited,  
Penwortham Mills, Preston, Lancs. PR1 9SN.  
Telephone: Preston (0772) 744493/8.  
Please send me a supply of leaflets for my patients.

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

## Cumfies-Available at Chemists Now.



## Pharmaceuticals cut back Sangers' six month profits

Continuing problems with Sangers' pharmaceuticals division, coupled with difficult trading conditions resulting from the economic situation, are blamed for a fall in the Group's half-year pre-tax profits from £600,000 to £463,000.

The decrease, for the period to August 31, is also attributed to an interest charge of £515,000—double that in the previous equivalent half year. Trading profit (before interest charges) was up from £815,000 to £978,000.

Pharmaceuticals division sales were 16 per cent higher at £45,447,000 (£39,157,000) but profit was down by almost the same amount to £250,000 (£297,000). Photographics, optics and Agencies brought in profits of £728,000 (£518,000) on sales of £18,968,000 (£16,030,000). Total sales of the Group amounted to £64,145,000 (£55,187,000).

Extraordinary items in the accounts include £250,000 credit resulting from litigation in connection with the abortive bid to acquire Westons; trading losses in closed branches (£161,000) and start-up costs of new operations (£192,000).

For the future, chairman Mr G. H. T. Robinson points out that the recent General Optical Council relaxation on advertising of spectacles' prices should benefit the Group—all part of a shift away from pharmaceuticals, where there are benefits still to come from the sale of properties. The photographic division will move to new headquarters in January. The interim dividend is held at 1.8p. ■

## Max Factor begin S&N 'integration'

Max Factor this week announced several key senior management appointments within its UK group operations.

They claim that the recent acquisition of the Mary Quant, Outdoor Girl and Miners brands has enhanced the position and development prospects of the company in its UK, European and export markets and have made the appointments "to accommodate the

continuing growth of the UK group activities and to facilitate the integration of the recent acquisition."

Mr Neville S. Stranger, senior vice president of Max Factor's international division and managing director of the company's UK branch has been appointed to a new senior management position of chairman of the group with responsibilities for the formulation of corporate policy and international development.

Mr Joseph R. Baczko, vice president of the international division becomes chief executive officer and managing director of Max Factor's UK group activities. His responsibilities include the world-wide direction and development of the Gala Cosmetic activities acquired from Smith & Nephew, as well as continuing the development of the domestic, European and export operations of the Max Factor brands.

Mr Robert A. Mistrion, vice president—international operations and manufacturing services, has been appointed acting general manager Gala cosmetics group. His responsibilities include the integration of Gala Cosmetics with Max Factor UK and the direction of that group's domestic and international operations during the transition period.

Mr John McMennamin, has been appointed vice president, marketing, UK and Europe for Max Factor's international division and will be responsible for the development of Max Factor brands in the domestic and international markets, as well as the co-ordination of UK marketing activities with European operations.

Max Factor Limited, the company's UK domestic sales and marketing subsidiary will continue to be headed by Mr Robin J. Vincent, deputy managing director. With export operations under the direction of Mr John G. Cooper. The team is completed with Mr Ron A. Gill as director of operations, Mr Brian Harris, director of finance and Mr Royston Webb, director of personnel and legal adviser.

In addition to acquisition activities, Max Factor has recently launched its Living Proof Skincare System in Harrods and plans to introduce a new lifestyle fragrance and colour cosmetic line by the middle of next year. ■

## Securitub for liquid contents

Securitub, say Johnson & Jorgensen, is a natural partner to their Securitainer—introduced some 13 years ago as a tamper resistant container with a push-on lid—but whereas the Securitainer was primarily designed to keep moisture out, the tub will also suit liquid forms of content.

The "uniqueness" of the Securitub lies in the combination of a tamper resistant tear band with a traditional screw top. An interrupted screw thread prevents the screw action being employed to lift the tear band intact over its retaining rim.

The jars are wide-mouthed and available in a variety of colours and will be available in 450, 650 and 800ml.



Designed for the pharmaceutical, toiletry and food market—with special applications for gels, ointments and pastes—the tubs need no external or internal coating and can be supplied printed or plain. They are also suitable for labelling.

Further launches from J&J may also be expected in the near future. A replacement for the usual polystyrene or foam packaging in pill containers—Jayfilla—will be on trial at a "major pharmaceutical company" in January 1981, and four further developments are planned: a tamper evident closure with a pouring spout as part of the bottle; a Jaycap without a bottle retaining band to comply with proposed EEC legislation; a tear band Jaycap with a ring pull for the incapacitated; and child resistant containers—several designs are available for production if demand necessitates. *Johnson & Jorgensen (Plastics) Ltd, Parkside House, Grinstead Road SE 5AB.* ■

## New ACAS chairman

Mr James Prior, Secretary of State for Employment, has announced the appointment of Mr Pat Lowry to be chairman of the Council of the Advisory, Conciliation and Arbitration Service and succeeds Mr Jim Mortimer, who is retiring and who has held the position since ACAS was set up in September 1974. ■





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## Alza agreement for Smithkline drug

Alza Corporation have entered into an agreement with Smithkline Corporation of Philadelphia, Pennsylvania, under which a Smithkline drug will be incorporated into Alza's Oros system. The Oros system resembles a conventional tablet in size and shape, but uses osmotic action to provide continuous, controlled drug release.

The agreement provides for the development programme to be funded by Smithkline, who will manufacture and market the product, subject to obtaining regulatory approval. A spokesman for SK&F in the UK told *C&D* that, under the terms of the agreement, their parent company was not at liberty to divulge the name of the drug being incorporated into the Oros system. ■

## S&N acquire Fisch

Smith & Nephew Associated Companies Ltd through its wholly owned subsidiary Smith & Nephew (France) SA, has acquired the remaining 50 per cent of the equity share capital not already owned in Laboratoires Fisch SA, Vibraye, Le Mans, France.

The original S&N association with Fisch goes back to 1962.

They expect closer collaboration in production, technical development and marketing to produce significant benefits. ■

## APPOINTMENTS

**Seward Pharmaceuticals:** Ian Sharpe has been appointed marketing manager. He was previously senior product manager with Chefaro Proprietaries.

**Vidal Sassoon:** Mr John Gilmour has been appointed sales representative for Scotland, Mr Bill Mytton for the West Midlands and Mr Terry Ware to cover the East Midlands and East Anglia. These areas in the past have been covered mainly by wholesaler. Mr Gilmour was previously with Givenchy and Mr Ware L'Oreal. Mr Mark Cowley has been appointed director of sales from marketing director.

■ **Wilkinson Sword:** Mr Bryan Patterson has been appointed sales manager, Wilkinson sunglass division. Mr Patterson was previously area sales manager.

# GUILD COUNCIL

## Opposition to pay limit of 6pc

The Guild of Hospital Pharmacists Council is strongly opposed to the Government's policy to hold public sector pay rises to 6 per cent and is planning strategy for next year's negotiations.

Mr R. M. Timson, Guild vice-president, told *C&D* this week that the strategy would depend on the pay negotiations of other public sector groups and a clearer pattern should emerge by February when the Council next meets.

At its meeting on November 27, the Council noted that a letter on the recent salary increases, which was issued by the Pharmaceutical Whitley Council management side to health authorities, differed from the staff side's view of the joint meeting held on October 23. The divisional officer of ASTMS, Donna Haber, said that a letter had been sent to the Secretary for Social Services expressing concern about the lack of discussion allowed by the management side and seeking a meeting with the Secretary to put things right.

## Emergency rates

In October, ASTMS was unable to reach agreement on payments for emergency duties and is still waiting for a meeting to discuss this with the management side, hopefully in January. The argument has so far centred on where the money will come from. The management side has said that it must come from the 14 per cent offered for this year's salary settlement. However, ASTMS believes that funding emergency duty systems is not a national matter but a local one in which employing authorities wishing to set up such systems should decide whether they could afford to do so.

At the Guild Council November meeting it was confirmed that staff-side members would be prepared to attend meetings of Guild groups, if required, to provide a discussion forum for matters relating to Whitley Council negotiations.

Other matters discussed included: ■ A consortium of representatives of constituent functional Whitley Councils, instead of a single functional Whitley Council, had been

established as responsible for future negotiations concerning London weighting. Negotiations concerning the 1980 weighting have still to be concluded.

■ Reports were received from the Council's district members regarding the various proposals for new DHA boundaries. Council is to continue to monitor the situation. A paper concerning the action necessary on re-organisation in Scotland was endorsed and it was noted that action by Welsh Guild members had already been taken regarding re-organisation in Wales, where changes in the management arrangements were unlikely. The divisional officer added that negotiations on protection terms for staff displaced by re-organisation were proceeding slowly within the General Whitley Council.

■ In view of the impending retirement of the regional pharmaceutical officer, Wessex RHA, and the absence of an advertisement to refill the vacancy, it was agreed that clarification of the RHA's intentions should be sought, and that appropriate action by the Council could be taken.

■ The professional secretary, Mr A. M. S. Cullen, reported that the Committee on Safety of Medicines had had to abandon its proposed retrospective assessment of drug safety scheme but had commended the West Midlands RHA's scheme for the reporting of adverse reactions. A working party established by the DHSS chief pharmacist and which was composed of representatives of the major pharmaceutical organisations, including the Guild, had met and agreed a number of recommendations which were to be submitted to the Secretary of State. The recommendations included the establishment of (DHA) district pharmaceutical committees and the continuation of the regional pharmaceutical committees—the size to be determined locally—but proposed that the regional hospital pharmaceutical committees should be discontinued. The function of a local hospital pharmaceutical committee was to be left to local decision. ■



# MARKET NEWS

## MLR decrease has little effect

London, December 2: Although Minimum Lending Rate went from 16 to 14 per cent last week, the effect on the value of sterling had been largely anticipated in foreign exchanges with the pound devalued by nearly 5 per cent against the dollar since early November. However by the close of the week it had regained some of that loss, and therefore only a few essential oils were marked up at origin while others were unaffected.

The upward trend in menthol prices seen over the past few weeks was maintained. Anise and eucalyptus oils were also firm.

Some imported pharmaceutical chemicals are again lower reflecting the depressed demand in many countries coupled with the advantageous exchange rates for overseas exporters to the UK. Dearer botanicals during the week were Cape aloes, Canada balsam, cherry bark, gentian root and quillaia. Valerian root was lower.

### Pharmaceutical chemicals

**Acetone:** £385 metric ton for 30-drum lots.  
**Aluminium chloride:** Pure crystals in 50-kg lots £1,353 kg.  
**Ammonium acetate:** BPC 1949 crystals £0.8635 kg in 50-kg lots; strong solution BPC 1953 £0.243 kg in 250-kg lots.  
**Ammonium bicarbonate:** BPC £223.59 metric ton, ex-works, in 50-kg bags.  
**Ammonium chloride:** Pure in 50-kg lots £0.2344 kg for powder.  
**Ammonium tartrate:** Commercial £2.95 kg in 50-kg lots.  
**Ascorbic acid:** (per kg) 100-kg £5.51; 500-kg from £4.60 as to source.  
**Bismuth salts:** fper kg.

	50-kg	250-kg
carbonate	6.70	6.60
salicylate	8.20	—
subgallate	10.35	—
subnitrate	5.35	5.25

**Borax:** EP grade, 2-4 ton lots per metric ton in paper bags, delivered—granular £290; powder £316; extra fine powder £331.  
**Boric acid:** EP grade per metric ton in 2-4 ton lots—granular £450; powder £480.  
**Calcium lactate:** 100-kg lots £1.37 kg.  
**Calcium pantothenate:** £7.54 kg in 25-kg lots.  
**Chloramphenicol:** BP73 £22 kg in 500-kg lots.  
**Citric acid:** BP per metric ton single deliveries, granular monohydrate £927; anhydrous £978 (powdered £20 premium per 1,000 kg). Five-ton contracts £922 and £973 respectively for granular.  
**Ferrous carbonate:** BPC 1959 saccharated £1.50 kg in minimum 700-kg lots.  
**Ferric citrate:** £5 kg in minimum 250-kg lots.  
**Ferrous fumarate:** BP £1.60 kg in 750-kg lots minimum.  
**Ferric ammonium citrate:** Brown BP £1.70 kg in 600-kg lots minimum.  
**Ferrous gluconate:** £2,375 per metric ton.

**Ferrous succinate:** BP £6 kg in 200-kg lots.  
**Ferrous sulphate:** BP/EP small crystals £0.80 kg dried £0.80 minimum 1,250-kg lots.  
**Folic acid:** 100-kg lots from £54 kg.  
**Mercurials:** Per kg in 50-kg lots; ammoniated £12.40; oxide—red £13.70; and yellow £13.55; perchloride £7.70; subchloride £11.30; iodine £12.45.  
**Mercury BPC redistilled** £13 kg in 25-kg lots.  
**Mersalyl:** Acid £47.33 kg in 10-kg lots.  
**Potassium acetate:** BPC £1 kg for minimum 1,000-kg order.  
**Potassium ammonium tartrate:** £2.76 kg in 50-kg lots.  
**Potassium bitartrate:** £1,215 per metric ton.  
**Potassium citrate:** Granular £1,112 per metric ton, 5-ton contracts £1,106 ton.  
**Potassium diphosphate:** in 50-kg lots, granular £2.279 kg; powder £1.9928.  
**Potassium hydroxide:** Pellets BP 1963 in 50-kg lots £1,978 metric ton, sticks not offered; technical flakes £696.50.  
**Potassium nitrate:** Recrystallised £1.29 for 50-kg drums.  
**Potassium phosphate:** monobasic BPC 1949, £1.50 kg in 50-kg lots.  
**Potassium sodium tartrate:** £1,038 per metric ton.  
**Saccharin:** BP powder £3.80 kg; crystals £3.20.  
**Streptomycin sulphate:** Sterile £23 kg in 250-500 kg lots; oral £18.50.  
**Succinylsulphathiazole:** £12.10 kg in 250-kg lots; imported £7.80.  
**Sulphacetamide sodium:** BP £7.25 kg for 50-kg.  
**Sulphadiazine:** BP £8.44 kg in 250-kg lots.  
**Sulphadimidine:** £4.50 kg for imported in 1-ton lots.  
**Sulphamethizole:** £12.04 kg in 1,000 kg lots.  
**Sulphanilamide:** BPC '68 £2.40 kg in 1-metric ton lots.  
**Sulphathiazole:** BP 1973, £5.50 kg in 1-ton lots.  
**Sulphaguanidine:** BVC £11.57 kg; sodium salt £13.12 kg both in 500-kg lots.  
**Tetracycline:** Hydrochloride £14 kg; oxytetracycline £13.50 in 250-500 kg lots.  
**Theobromine:** Alkaloid £15.20 kg for 500-kg lots.  
**Thiamine:** Hydrochloride/mononitrate £18.88 kg in 25-kg lots of British origin; 500-kg £17.42.  
**Imported £15 g (500-kg).**  
**Tocopherol:** DL-alpha 5 kg £16.72 kg.  
**Tocopheryl acetate:** DL alpha per kg £14.16 (in 20-kg lots); adsorbate £12.22 (25-kg).  
**Vitamin A:** (per kg) acetate powder 1/2 miu per g tablet grade £16.98 (5 kg lots); palmitate oily concentrate 1 miu per g £16.72 (k-kg); water miscible £4.59 litre (6-litre pack).  
**Vitamin B2:** Type 850 £48.53 kg.  
**Vitamin E:** See tocopheryl acetate.  
**Vitamin K:** 100-g lots £3.56g.  
**Zinc acetate:** Pure £1.31 kg in 50-kg lots.  
**Zinc carbonate:** Pharmaceutical grade £660 per metric ton.  
**Zinc chloride:** Anhydrous powder £450 metric ton, delivered U.K.

### Crude drugs

**Aloes:** Cape £1,240 metric ton spot; £1,220, cif. Curacao unquoted.  
**Balsams (kg) Canada:** Dearer at £11.75 on the spot; shipment, £11.70, cif. **Copaiba:** unquoted Spot and cif. **Peru** £9.80 spot; £9.50, cif. **Tolu** £6.15 spot.  
**Benzoin:** £205 cwt, cif.  
**Cardamoms:** Alleppy green £4.75 kg, cif.  
**Cherry bark:** Spot £1,175 metric ton; shipment £1,135, cif.  
**Gentian root:** £2,650 metric ton spot; £2,590, cif.  
**Menthol:** (kg) Brazilian £5 spot; and cif. Chinese £4.60 spot; £4.40, cif.  
**Pepper:** (metric ton) Sarawak black £750 spot, \$1,600, cif; white £1,050 spot; \$2,150, cif.  
**Quillaia:** Spot £970 metric ton; £950, cif.  
**Seeds:** (metric ton, cif). **Anise:** China £870 for shipment. **Celery:** Indian £350. **Coriander:** Moroccan £180. **Cumin:** Indian £740. **Fennel:** Indian £450. **Penugreek:** Moroccan £275; Indian £285.  
**Valerian:** Dutch £1,850 metric ton spot, £1,790, cif. Indian £1,200 spot; £1,150, cif.

### Essential and expressed oils

**Anise:** (kg) Spot £12.75; shipment £12.75, cif.  
**Bois de rose:** £7.50 kg spot and cif.  
**Cananga:** Indonesia £13.75 kg spot; £13, cif.  
**Cassia:** Chinese £52 kg spot; £50, cif.  
**Eucalyptus:** Chinese £1.95 kg spot; £1.90, cif.  
**Lemongrass:** Cochiti £4.50 spot; £4, cif.  
**Patchouli:** Indonesian £13.50 spot; £12.50, cif.  
**Peppermint:** (kg) Arvensis—Brazilian £4.45 spot; £4.45, cif. Chinese £2.90 spot; £2.82, cif.  
**Petitgrain:** Paraguay £8.10 kg spot; £7.50 cif.  
**Sandalwood:** Spot Mysore £47.50 kg East Indian £47.50 spot; £42, cif.  
**Sassafras:** Brazilian £2.10 kg spot; £2 kg, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

# COMING EVENTS

## Monday, December 8

**Enfield Pharmacists' Association,** Chase Farm Hospital postgraduate medical centre, Enfield, at 8 pm. Miss M. Roberts on "Enjoying gardens".  
**Stockport Branch, Pharmaceutical Society,** Tameside postgraduate medical centre, at 7.45 pm. PSGB tape-slide presentation on "The pharmacist and health education".

## Tuesday, December 9

**Bristol Branch, Pharmaceutical Society,** Frenchay Hospital postgraduate medical centre, at 8 pm. Dr G. R. Burston, consultant geriatrician, on "If you can read it don't dispense it".  
**Dorset Branch, Pharmaceutical Society,** Poole General Hospital postgraduate medical centre, at 8 pm. Miss M. Hillman on "History and interest of the Dorset coastline".  
**Galen Group, Friends' Meeting House,** Park Lane, Croydon, at 8 pm. Christmas party.  
**Stirling and Central Scottish Branch, Pharmaceutical Society,** Station Hotel residents' lounge, Stirling, at 8 pm. Dr S. Kayne, on "A taste of homeopathic medicine".  
**South East Metropolitan Branch, Pharmaceutical Society,** Lewisham Hospital Medical Centre, High Street, London SE13, at 8 pm. Roland Moyle, MP.  
**South West Metropolitan Branch, Pharmaceutical Society,** St George's Hospital medical school, lecture theatre B, London SW17, at 8 pm. Cheese and wine party. Anne Suter on "Champagne".

## Wednesday, December 10

**Bedfordshire Branch, Pharmaceutical Society,** The Old Moat House, Moat Lane, Luton. Christmas party.  
**Crowley, Horsham & Reigate Branch, Pharmaceutical Society,** Boots, Crawley, at 8 pm. Mr F. S. Finney on "The size and shape of individuals".  
**Harrow and Hillingdon Branch, Pharmaceutical Society,** Northwick Park Hospital clinical lecture theatre, at 8 pm. Dr F. Fish, dean, London School of Pharmacy, on "Science in crime detection".  
**Isle of Wight Branch, Pharmaceutical Society,** St Mary's Hospital postgraduate medical centre, Newport, at 8 pm. Dr Richard Squires, central research department, Central Electricity Generating Board, on "Energy and nuclear power".  
**Worthing and West Sussex Branch, Pharmaceutical Society,** Beach Hotel, Marine Parade, Worthing, at 8 pm. Mrs Mary Briggs, on "Sussex wild flowers".

## Thursday, December 11

**Epsom Branch, Pharmaceutical Society,** Epsom District Hospital, Bradbury centre, at 8 pm. Dr R. Scott, consultant physician, Lewisham Hospital, on "Medicine in China". Christmas buffet.  
**Plymouth Branch, Pharmaceutical Society,** Greenbank Hospital board room, at 8 pm. Discussion of branch resolutions.  
**Reading Branch, Pharmaceutical Society,** Royal Berkshire Hospital postgraduate medical centre, at 8 pm. Dr M. J. Heath, on "Legal medicine".

## Friday, December 12

**Edinburgh and Lothians Branch, Pharmaceutical Society,** 36 York Place, Edinburgh, at 8 pm. Wine tasting by R. B. Smith & Son Ltd, Perth, in conjunction with Howgate Wines, Edinburgh.  
**Flyde Pharmacy Forum,** Victoria Hospital, at 7.45 pm. An evening with Charles Bullen.

## Advance Information

**Socialist Medical Association Pharmacy Group,** Room A, 9 Poland Street, London W1, on January 5 at 7 pm. Annual meeting.  
**Laboratory of the Government Chemist symposium,** Church House, Great Smith Street, London SW1, from March 24-26, 1981. "The use of chemical nomenclature". Further information from the Symposium Organiser, Laboratory of the Government Chemist, Room 564A, Cornwall House, Stamford Street, London SE1 9NQ.

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rated and fitted out premises are  
offered on lease at £2,500 per  
annum and the business is for sale at  
£55,000 for goodwill, plus £10,000  
for fixtures and fitting together with  
stock at valuation approximately  
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**X2—HUMBERSIDE COASTAL  
RESORT**—This main road phar-  
macy has the benefit of a settled  
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**X3—CLEVELAND**—All round  
pharmacy in densely populated area  
turnover £95,000 1,200 scripts per  
month £8,000 for goodwill, fixtures  
and fittings plus stock at valuation.

**X4—MANCHESTER**—Sub-  
urban business has been run as  
semi-retirement with no cosmetic  
agencies etc. Scripts average 1,400  
per month. Total turnover approx-  
imately £58,000 lease at £720 per  
annum. Goodwill and fixtures  
£1,000 plus stock at valuation  
approximately £7,000.

**X5—FYLDE**—retirement vac-  
ancy. Pleasant and easily run busi-  
ness on the coast in residential area.  
Turnover exceeds £100,000 per  
annum, scripts 2,000 per month.  
Living accommodation available,  
property £28,500. Goodwill and  
fixtures £11,000.

**X6—IDEAL SEMI RETIRE-  
MENT VACANCY**—within easy  
reach of the Lake District. Property  
with living accommodation, three  
bedrooms and garden, turnover  
currently approximately £70,000.  
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beautifully situated Freehold prop-  
erty £32,000 goodwill + Fixtures  
£2,000 stock approximately  
£9,000.

**X7—SHEFFIELD**—retirement  
vacancy. Turnover approximately  
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inflation rate, good profits, pre-  
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## Legal Notices

"The Trade Marks listed in the schedule below were assigned on 10 April 1979 by American Hospital Supply (UK) Limited of Station Road, Didcot, Oxfordshire, to The Boots Company Limited of Nottingham NG2 3AA **WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.**

Mark	No.	Goods
STERIFLEX	773201	Pharmaceutical preparations in the form of solutions for intravenous injection.
STERIFLEX	795122	Flexible containers for injection fluids and devices for use therewith for administering such fluids whether sold separately or together, all being for surgical or curative purposes.
DIALAFLEX	864706	All goods included in Class 5.
IRRIFFLEX	871143	Pharmaceutical preparations in the form of solutions for irrigation purposes."

"The Trade Marks set out below were assigned on 10th November 1973 from PIERRE JULES AUGE T/A PIER AUGE of 25 Boulevard Debelgique, Monaco, to:

- (a) Mrs. LULIENNE LOUISE GAUTIER
- (b) Mr. JEAN MICHEL FELIX AUGE
- (c) Mrs. MARTINE ANNICK AUGE
- (d) Mr. JEAN PIERRE MARCEL AUGE
- (e) Mrs. CATHERINE LOUISE MARIE AUGE

who in turn assigned them on 27th March 1979 to PIER AUGE—PRODUITS DE BEAUTE of 31 Boulevard d'Anvaux, Chateauroux **WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THE MARK WAS THEN IN USE.**

Registered No.	Mark	Goods
857484	PIER AUGE (script)	Perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, shampoos, soaps and essential oils.
873606	ENTAL	Perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, shampoos, for human use and essential oils."

## Announcements

### DISPOS-A-GLOVE\* NEW PRODUCT INTRODUCTION

Arbrook Products Limited are launching a new 30 pack of DISPOS-A-GLOVE\* Medical Examination Gloves onto the Drug Tariff. DISPOS-A-GLOVE\* is the number one examination glove in the U.K., used widely by all medical and nursing staff. This convenient 30 pack of DISPOS-A-GLOVE\* will be available on prescription from the 1st December 1980 in the following sizes:

Size	Order Code	List Price
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The product is available from the distributors Vestric and Macarthy's Pharmaceutical.

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*Soaps by YSL £1.50 for 12*

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Chemist & Druggist 6 December 1980

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